

# Inventique®

THE INNOVATION MAGAZINE FROM THE WRTI

January 2009

21-28 February **BRIGHTON SCIENCE FESTIVAL** [www.BrightonScience.com](http://www.BrightonScience.com)

## Factor in success

UNIQUE GLOBAL PORTAL FOR ENTREPRENEURS

**O**NLINE business community and virtual marketplace E.Factor has opened a

London arm. Designed as a portal for entrepreneurs making business connections, negotiating deals, exchanging information and advertising their products and services, E.Factor launched in New York and Amsterdam last March.

Whether you want instant access to global experts with the answers to your most pressing



questions or investors with the funding to get your idea off the ground, you can conduct business online or in person with E.Factor.

Partnered with the Wall Street Journal and Cambridge University's Judge Business School, the site confidently predicts gaining 1m global members in 2009. ■

● [Click here to learn more: efactor.com](http://efactor.com)

## P&G Connect & Develop

DO YOU HAVE an innovative product, technology, business model, method, trademark, package or design that can help deliver new products or services that improve the lives of the world's consumers?

Or do you have commercial brands, materials or services to sell as a supplier?

If the answer to these questions is yes, Procter & Gamble would like to hear from you.

External collaboration plays a key role in nearly 50% of P&G's products. They have collaborated with outside partners for generations – and the importance of such alliances has never been greater.

P&G want to become known as the company that collaborates with both in-house and external innovators better than any other company in the world. ■

● [To learn how you can license or sell your innovation to P&G, click here: secure3.verticali.net](http://secure3.verticali.net)

## Inventor's island goes off the grid

**DEAN KAMEN**, inventor of the Segway scooter and a new hybrid electric car (see *Inventique*, December'08), owns a three-acre island off the Connecticut coast powered by wind turbines and solar cells.

By replacing all the island's lighting with LEDs and prototype PAR38 reflector bulbs (which Philips Color Kinetics plan to bring to market this year), Kamen recently reduced his home's energy consumption by 50% – and in so doing succeeded in taking the island entirely off the US grid. The PAR38 is dimmable and has a warm colour temperature similar to incandescent bulbs.

**LED technology is currently too expensive for average residential use, but Dean's island home shows the possibilities for reducing energy consumption once LED prices drop.** ■

**LIGHT WORK** The lighting in inventor Dean Kamen's house was converted to LEDs. His Connecticut island home is now off the national grid, generating all its own wind- and solar-powered electricity.



## Next WRTI meeting WEDNESDAY 14 JANUARY

Guest speakers Kit Grundy and Graham Thomson of PatentPlan.co.uk present 'A proven approach to Patents and Prototypes,' followed by a talk on 'Copyright and Trade Marks' by Andrew Garbett of solicitors Coffin Mew, and an Inventors Clinic. Room HC 017, Herbert Collins Building, Southampton Solent University, commencing at 6.30pm.

● [Non-members wishing to attend should e-mail: secretary@wrti.co.uk](mailto:secretary@wrti.co.uk) or tel: 01420 562 378  
[www.wrti.org.uk/events](http://www.wrti.org.uk/events)  
Map: [www.streetmap.co.uk](http://www.streetmap.co.uk) (SO14 0RP)

Wessex Round Table of Inventors meet at 6.30pm on the second Wednesday of each month at Southampton Solent University SO14 0RP

## COMMENT

IS SUPPORT FOR innovation in the UK now so sluggish it hinders the rollout of new technologies? We all know of brilliant yet simple concepts that have taken decades to reach fruition – and Joshua Silver's 'Adaptive Glasses' are the latest in an alarmingly long line.

It was back in 1985 that the now-retired Oxford University professor of physics wondered whether optical lenses might be adjusted without the need for expensive specialist equipment. 'Josh' devised a pair of spectacles which rely on the principle that the fatter a lens the more powerful it becomes. Inside his device's plastic lenses are two clear circular sacs, each of which is



© MICHAEL LEWIS

**20/20 VISION** It has taken over 20 years for Professor Silver's \$1 adaptive glasses to reach his customers – 1bn of the world's poorest people.

filled with fluid using a syringe attached to the spectacles' arms. By adjusting a dial on the syringe to control the amount of fluid in the membrane, the power of the lens is changed. When the wearer is happy with the strength of each lens the membranes are sealed by twisting a small screw, and the syringes removed.

The principle is so simple that with very little guidance people are perfectly capable of creating glasses to their own prescription – a perfect solution for this life-changing product's customers: 1bn people living in abject poverty in the developing world. So far 30,000 pairs have been distributed; Josh is aiming for 100m annually once a massive field trial in India gets underway (target price is \$1 each).

Which begs the question: Why has it taken UK Plc almost a quarter of a century to get such a simple product in front of its customers? ■

● Click to read more: [guardian.co.uk](http://guardian.co.uk)

[editor@wrti.co.uk](mailto:editor@wrti.co.uk)

**INVENTORATOR** Jeffrey Baumgartner

## Dealing with disruptive innovation

LEARN THESE LESSONS TO HELP YOUR BUSINESS



Continued from last month...

**I** CONCLUDED last month's column with the observation that Fuji's twin-pronged approach to surviving disruptive innovation was clearly better than the efforts of most of their competitors. There are two lessons to learn here.

● **LESSON 1: You should always be prepared for disruptive innovations coming from outside your organisation.**

Indeed, some of my favourite innovation challenges for ideas campaigns, brainstorming and thought exercises are:

“What actions might our competitors take tomorrow that would keep me awake at night (with fear)?”

“What new technology could potentially destroy our business model?”

“What new legislation could potentially destroy our business model?”

Once ideas are generated, you should follow up with additional campaigns to generate ideas for

reactions to the worst-case scenarios identified in the first campaigns. This exercise not only prepares you for the worst, but it may offer you ideas for a disruptive innovation which your firm could launch.

● **LESSON 2: When you learn of a radical new invention that threatens to disrupt your market, do not ignore it.**

Horse-buggy makers made this mistake when cars came on the market, telegraph service providers made this mistake when the telephone was invented, and photography suppliers made this mistake with the advent of the digital camera. ■

© Jeffrey Baumgartner 2008

● *E-commerce and innovation expert Jeffrey Baumgartner is founder of Brussels-based jpb.com. This is an edited extract of an article first published in Report 103, a fortnightly newsletter that provides tips, insights, observations and research on creativity and innovation in business.*

*Reprinted with permission.*

[www.jpb.com](http://www.jpb.com)

## Scotland's £10m global energy challenge

**THE SCOTTISH Government is funding a £10m challenge for advances in wave and tidal energy.**



**The Saltire Prize – and £10m in cash – will be awarded to the team that can demonstrate a commercially-viable wave or tidal energy technology that achieves a minimum electrical output of 100GWh over a continuous two-year period in Scottish waters, using only the power of the sea. The winning technology will also be judged against cost, sustainability and safety considerations.**

**The Saltire Prize was launched at a ceremony held in Edinburgh Castle. Scotland already generates 16% of its energy from renewables, with a target of 31% by 2010.**

**Urging the world's most innovative companies, academics and scientists to take up the competition's challenge, Scottish First Minister Alex Salmond said: “The prize-winning solution will herald a historical breakthrough in renewable development.”** ■

Sources: Scottish Parliament, j4bGrants

● **Application packs will be available from June, but interested organisations are invited to register their interest online. Click here: [www.scotland.gov.uk](http://www.scotland.gov.uk)**

# Hands-free indicators

**I**NNOVATOR Gavin Thomson, founder of a Richmond-based product design consultancy and an ex-Pentagram designer, has created a unique product which should make trips to the shops and commutes to the office a lot safer.

Utilising his twenty years of experience working with start-ups, entrepreneurs and international household brands, Gavin has designed a front and rear, left-and-right-flashing Bicygnals™ indicator light for bicycles. And what's more it's a wireless device.

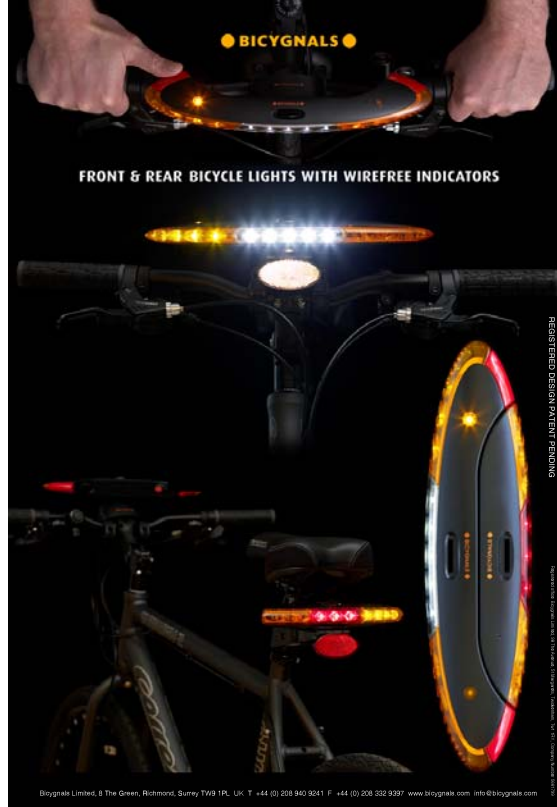
Cyclists can now operate a safe, hands-free method of indicating a

change of direction to other road users by simply pressing a flush-mounted activator switch.

This innovative product utilises state-of-the-art 2.4GHz wireless technology to produce a strong, interference-free digital signal – technology yet to be deployed on cars, mopeds or motorcycles.

Bicygnals' elegantly-designed 'see and be seen' product range also includes torches, flashlights and multi-flashing bicycle lights. ■

● **Bicygnals Limited, 8 The Green, Richmond, Surrey TW9 1PL**  
**Tel: 0208 940 9241 info@bicygnals.com**  
**www.bicygnals.com**

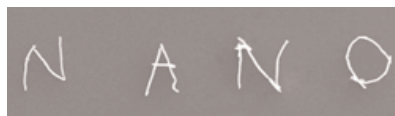


# The world's smallest welding job

**I**F YOU THINK you're good at precision welding, think again. Using a nanomanipulator and electron microscopy, British engineer Beverley Inkson and her team at Sheffield University have developed a method for welding wires as small as 55nm in diameter together. The technique could be used to repair electronics and build tiny sensors.

"Scientists have developed many ways to make individual nano-objects, but not many ways to securely join them together," Inkson said. "Most everyday joining techniques cannot be applied at the nanoscale, where nano-objects a thousand times smaller than a human hair are easily destroyed by heat."

Her team can connect those



**SMALL BUT... UMM... A scanning electron microscope image of welded gold 55nm-wide nanowires forming the letters NANO. Nanomanipulators move a sacrificial nanoscale solder wire into place and electrically heat it to join two other wires together.**

fragile objects without damaging them – and explained how they did it in a report to Nano Letters last month.

Other researchers have fused sturdy, 650nm platinum wires together, but their techniques would melt smaller objects. Inkson can join gold or alloy wires that are

only 55nm in diameter by laying a nanowire across the objects she wants to weld, and then passing just the right pulse of electricity through it. She can connect the minuscule objects by using a tool called a nanomanipulator to pick the wires up, move them around, and electrify them.

"The solder wire melts and flows onto the joint," says Inkson. "The welding can be watched in real-time inside an electron microscope, allowing the choice of exactly where, and how much, nanosolder is applied." ■

Sources: Wired Magazine, R&D News

● **To read the study abstract for Bottom-up Nanoconstruction by the Welding of Individual Metallic Nanoobjects Using Nanoscale Solder, click here: pubs.acs.org**

## ● FIRST SOLAR-POWERED CIRCUMNAVIGATION

**A small two-seater vehicle towing a flatbed array of solar cells – the first solar-powered car to travel around the world – ended its journey at the UN climate talks in Poznan, Poland last month.**

**"This is the first time in history that a solar-powered car has travelled all the way around the**



**world without using a single drop of petrol," said 36-year-old Swiss schoolteacher and adventurer Louis Palmer. His appearance at the conference marked the end of a 32,000 mile (52,000km) journey that began 17 months earlier in Lucerne, Switzerland and took him through 38 countries.**

**The car, developed by scientists at Swiss universities and dubbed the Solar Taxi, weighs just 500kg (plus 250kg for the solar panels), travels noiselessly at speeds of up to 55mph (90kph) and cover 185 miles (300 kilometers) on a fully-charged battery.** ■

Sources: Associated Press, R&D News

● **www.solartaxi.com**



# Partner opportunity

**F**IRE TESTING Technology Ltd, the world's first instrument company dedicated to the design, manufacture and service of reaction-to-fire test equipment, is seeking opportunities to develop new instrumentation products for other industry sectors – and wants potential partners to contact them with their products and concepts.

The East Grinstead-based company stress they are seeking to enter into meaningful negotiations leading to mutually beneficial deals, not to simply 'buy up' ideas.

FTT will invest in innovative concepts and proven products in any area of instrumentation, testing

or validation, and are eager to hear from potential Knowledge Transfer partners from a wide spectrum of technologies and sources (such as environmental monitoring, material or product testing, for example).

Home to the largest group of fire instrument design engineers in the world, FTT manufactures all European fire test instruments and is a provider of laboratory design and instrument training. ■

● **Contact: Alex House, Fire Testing Technology Limited, Charlwoods Road East Grinstead, West Sussex RH19 2HL**  
**Tel: +44 (0)1342 323600**  
**alexhouse@fire-testing.com**  
**www.fire-testing.com**

## Supply2.gov.uk supplier route to government

**L**OOKING FOR government opportunities suitable for your business? Supply2.gov.uk is the national lower-value tender opportunity portal, created to centralise lower-value tender opportunities for SMEs in the UK.

With public sector spending estimated to be worth £160bn annually, identifying and winning new business with the public sector is vital in the current economic climate. Yet simply tracking down tender opportunities can be a real challenge: government opportunities

below £100,000 appear in myriad trade journals, the national press, local newspapers and on websites.

In addition to focus and convenience, the benefits of registering with Supply2.gov.uk include daily e-mail alerts of new government tender opportunities relevant to your business, the promotion of your company to the public sector market, and online contract search facilities. ■

● **For further information or free registration, click here:**  
**www.supply2.gov.uk**

● **UK ADVANCED ENGINEERING 09** Created in order to highlight UK innovation, develop partnerships and enable UK advanced engineering companies to grow international business through R&D, UK Advanced Engineering 09 will be held at the RBS Williams FI Conference Centre in Oxfordshire on 3-4 February.

With the theme of developing innovation partnerships for global growth, day one of the event will focus on low-carbon vehicles, with an emphasis on near-to-market, next step and step change technologies, and alternative fuels.

The second day enables advanced engineering businesses from across the globe to focus on advanced manufacturing and materials, low-carbon technologies, and sensors and instrumentation. Brokered one-to-one meetings with international R&D decision-makers and potential partners will also be included.

● **To register for UK Advanced Engineering 09, click here: [www.ukae2009.com](http://www.ukae2009.com)**  
**Enquiries: [fergus@btob.co.uk](mailto:fergus@btob.co.uk) Tel: 0800 085 4990 [www.williamsfi.conferences.com](http://www.williamsfi.conferences.com)**  
**RBS Williams FI Conference Centre, Grove, Oxfordshire OX12 0DQ**

## News in brief

● THE TECHNOLOGY Strategy Board, which announced £72m available to companies carrying out innovative research and development projects (*Inventique*, November'08), has launched a £5m competition for collaborative R&D called *Accessing and commercialising content in a digitally networked world*.

Collaborative R&D competitions support eight key areas, including photonics, high-value manufacturing, intelligent transport systems, network security, sustainable materials and energy generation. ■

● **For enquiries about Collaborative R&D competitions, contact: [competitions@tsb.gov.uk](mailto:competitions@tsb.gov.uk)**  
**Tel: 01355 272155 [www.innovate.org.uk](http://www.innovate.org.uk)**  
**[www.technologyprogramme.org.uk](http://www.technologyprogramme.org.uk)**



● THE Department for Innovation, Universities and Skills has released its Annual Innovation Report, which reports on commitments contained in the *Innovation Nation* white paper and presents an overview of the UK's performance alongside descriptions of government innovation activities. ■

● **To read the report, click here:**  
**[www.dius.gov.uk](http://www.dius.gov.uk)**

● Research indicates that nearly half of UK businesses believe trading internationally will help them through the recession – but 74% feel ill-equipped to take full advantage.

*Fear of Flying – an introduction to international trade* is a £295 one-day event held at Sofitel London Heathrow on 26 March for just such companies, hosted by International Trade Magazine and Fresh Business Thinking. Seminar moderator Ian Campbell OBE is former Director General of the Institute of Export. ■

● **To register, Tel: 0845 5000 327**  
**[events@internationaltrade.co.uk](mailto:events@internationaltrade.co.uk)**  
**[www.freshbusinessthinking.com](http://www.freshbusinessthinking.com)**

**Free seminars**

CHILWORTH BUSINESS CLUB hosts two free lunch seminars at Southampton Science Park:

- *Understanding how to sell to overseas customers* by Paul Haley of Strategy Matrix at 12.30-1.30pm on Thursday 15 January helps SMEs avoid potential misunderstandings when selling to companies for whom English is a second language.

- *Web Content Management Systems* by Steve Bratt of Rendili at 12.30-1.30pm on Thursday 22 January examines the benefits of CMS, using Rendili Cosmos to demonstrate the flexibility and ease with which web-sites can be populated and updated.

- **To register, contact Karen Morgan**  
Tel: 023 8076 3795

info@southamptonhub.com

www.southamptonhub.com/events

THIS MONTH'S Hot Topic seminar on Wednesday 28 January in the Richmond Building, University of Portsmouth (6-8pm), is *Inspiration for Innovation* by Graeme Purdy of Ilika Technologies, and Dr Paul Trott, Reader in Innovation Management.

- **To register, contact Allyson Hunt**  
Tel: 023 9284 4046

ceri@port.ac.uk www.port.ac.uk

ARE YOU AWARE of the ways in which local universities can help drive your business success? Solent Synergy, Portsmouth University and Southampton University host a business buffet to answer this question on 28 January at Lakeside, Portsmouth (4.30-6.45pm). Attendees also hear from companies who have engaged and are now reaping the rewards.

- **To register, contact Katy Patterson**  
katy@solentsynergy.co.uk  
Tel: 01489 889 882

The DTi Manufacturing Advisory Service (MAS) hosts a *Marketing Skills for Manufacturers* seminar at the King Charles Hotel, Gillingham on 28 January. Mike West also looks at how a lack of effective marketing and business planning contributes to UK manufacturing's loss of positioning.

- **To register, contact Leanne West**  
Tel: 01763 852 861

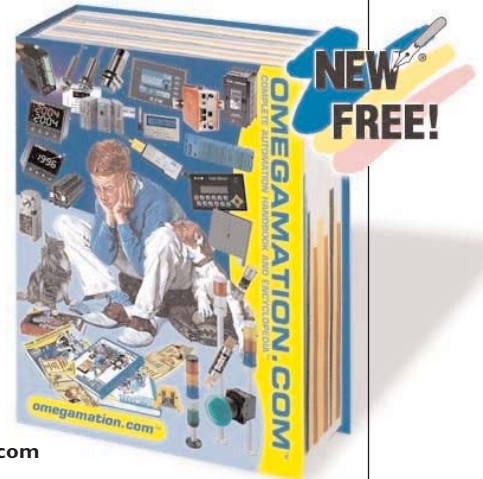
leanne@beststrategic.com

# Omega's Automation Handbook

**T**HE NEW full-colour Omegamation Complete Automation Handbook and Encyclopaedia is now available. This free 1,056-page hardback offers detailed information, technical reference and specifications on thousands of products, including wireless devices, human machine interface, motion and pneumatics, relays and timers, programmable logic controllers, drives and motors, sensors, pushbuttons and stack lights, enclosures and patented products.

Source: Engineeringtalk

- **To order your copy, click here: [www.omega.com](http://www.omega.com)**



## AN ARRESTING 30-DAY TRIAL

**A**RE YOU tired of spam beating your e-mail spam filters and reaching your mailbox?

Spam Arrest protects your e-mail account from 100% of spam with a patented method for verifying relationships between you and your contacts, ensuring that a real person is sending the message and making e-mail safe for everyone.

"It was enormously satisfying to know that this junk e-mail was stuck out there in a cyber limbo. Several

times while testing these programmes I found myself looking over lists of the blocked messages and allowing myself a little victory laugh at their expense." – Los Angeles Times

- **To learn more and to sign up for a 30-day free trial, click here:**

[www.spamarrest.com](http://www.spamarrest.com)

[When using spam filters, readers should set them to allow e-mails from WRTI – [admin@news.websfor.com](mailto:admin@news.websfor.com) – to ensure they continue to receive Inventique – Ed.]

## THE IMPACT OF GOVERNMENT GRANTS ON R&D SUCCESS – A NEW REPORT

**DO GOVERNMENT R&D grants make a real, measurable difference in the development of innovative new products and services?**

According to a 98-page study *A Look into the Black Box* by IWT, a Brussels-based science and technology innovation support institute, the answer is a resounding yes. Source: Innovation Tools

- **To read the full report, click here: [www.iwt.be](http://www.iwt.be)**



### WHAT AUTOMOTIVE ENGINEERS NEED TO KNOW

Maple's free 8-page white paper shows how mathematical modelling and optimisation techniques can be used to increase both efficiency and productivity in vehicle design.

Balancing the demands for increased fuel efficiency, greater safety and improved performance with competing commercial pressures to reduce design and prototyping costs, makes the use of model-based design and virtual prototyping a necessity in automotive design.

The white paper shows how Maple tools successfully meet this need. Source: Engineeringtalk

- **To download the white paper, click here: [www.adeptsience.co.uk](http://www.adeptsience.co.uk)**





## Finance South East's PoCKeT Fund (Proof of Concept for Knowledge Transfer) helped a client's idea to market, says Sally Goodsell

**L**AST AUGUST, innovators Charlotte Evans and Carolyn Davis did something that many entrepreneurs lack the confidence to even attempt: they braved BBC TV's Dragons' Den – and won funding for their creation, the Buggyboot®.

This clever product is designed to help parents and carers shop while wheeling a baby buggy. It provides extra storage capacity and hands-free shopping, reduces the need to use plastic bags, and prevents lightweight buggies tipping backwards (the Buggyboot Plus model additionally offers a built-in shopping bag and a platform for a child to stand on).

During a gruelling session on the show, inventors Carolyn and Charlotte delivered a confident pitch offering a 15% stake in their company, Buggyboot Ltd, in return for an £80,000 investment; they eventually settled for an offer of all of the money from one Dragon, Deborah Meaden, for a 30% equity stake. Deborah was delighted with her investment.

“Carolyn and Charlotte both presented extremely well and had clearly already achieved a huge amount before entering the Den,” she said.

“They had designed, developed and produced a product which they could demonstrate demand for, with orders already secured and letters of intent for substantial quantities. Their market intelligence was good, not just in terms of the size of the market but also in relation to the competition. They knew how many competing

products were sold through which retailers and were able to explain why their product was in a strong position to compete in terms of functionality, design and price. Good market knowledge, a fully developed product *and* orders... to be honest I was surprised that mine was the only offer!”

### A PoCKeT guide to funding

We at Finance South East have provided funding and business support to Buggyboot since August 2006. Our PoCKeT Fund invested the money needed to begin patent applications, refine the product design, explore the market, meet possible distributors and manufacture the first prototype.

The PoCKeT Fund, which is financed by SEEDA, invests at an early stage to de-risk businesses and prepare them for later stage funding from business angels and venture capital firms.

We're extremely proud to be involved with Buggyboot Ltd. Support from a high-profile investor like Deborah Meaden is a fitting recognition of the quality of their product and the strength of their business model. And Carolyn was happy with the outcome:

“We were quite nervous about appearing on Dragons' Den as you see so many companies made to look foolish, but we were confident in our product and we prepared our pitch very carefully,” she said.

“The Dragons liked the uniqueness of our concept and saw the need for a practical shopping accessory for parents and carers. They also responded to us as



people and I think that really matters for investors.”

Carolyn also thanked Finance South East for their support in providing the funds to bring Buggyboot® to market. “The people there have been so helpful since we first came to them in 2006,” she said. “As well as investing in us they provided free mentoring through their Commercialise scheme, which was fantastically empowering. This put us in the perfect position to approach the Dragons with a fully-developed business plan, which helped Deborah see our potential.”

Finance South East is backed by the South East of England Development Agency (SEEDA) and offers a unique service to SMEs in the region through expert advice and access to funding.

© Sally Goodsell 2008

● Sally Goodsell is CEO of Finance South East, which provides access to funds and private investment to startups in South East England (£20m to date). She has won awards from both the British Business Angel Association and Prowess for initiatives addressing the under-funding of women's businesses.

Finance South East, Riverside House  
4 Meadows Business Park, Station  
Approach, Camberley GU17 9AB  
Tel: 01276 608510 Fax: 01276 608539  
www.finance-southeast.com

‘We funded patent applications, market research, distributors' meetings, design refinements and prototype manufacture’

"There's a big difference between standing out and being outstanding" ● – Guy Browning

# www.wrti.org.uk

THE INVENTORS WEBSITE

**CENTRE OF EXCELLENCE** The Kauffman Foundation

## Foundation layer

USA'S SOLE FOUNDATION FOR ENTREPRENEURISM

**T**HE EWING MARION Kauffman Foundation was established in the mid-1960s by the late entrepreneur and philanthropist. Based in Kansas City, Missouri, the Kauffman Foundation is the world's largest foundation dedicated to entrepreneurship, with an asset base of approximately \$2bn.

The vision of the Kauffman Foundation is to foster 'a society of economically independent individuals who are engaged citizens, contributing to the improvement of their communities'.

In service of this vision, and in keeping with its founder's wishes, the Kauffman Foundation focuses its grant-making and operations on two areas: advancing entrepreneurship and improving education.

In entrepreneurship, the Foundation works to create an entrepreneurial society in which job

creation, innovation and the economy flourish. The Foundation works with leading educators, researchers and other partners to further understand the powerful economic impact of entrepreneurship, to train the next generation of entrepreneurial leaders, to develop and disseminate proven programmes that enhance entrepreneurial skills and abilities, and to improve the environment in which entrepreneurs start and grow businesses.

The Kauffman Foundation is the only large American foundation to focus on entrepreneurship and has more than twelve years of in-depth experience in the field. While its work is concentrated in the United States, leaders around the world look to the Kauffman Foundation for entrepreneurship expertise and guidance. ■

● [www.kauffman.org](http://www.kauffman.org)

### BOOK OF THE MONTH

**The Age of Wonder: How the Romantic Generation Discovered the Beauty and Terror of Science**

by Richard Holmes

HarperPress 554 pages

ISBN 9780007149520 £25

'The Age of Wonder tracks the scientists of the

Romantic age – Banks,

botanising and anthropologising in

Tahiti; the Herschels, brother and

sister, polishing their giant telescopes

in Datchet; Humphrey Davy,

proclaiming that, through science, man

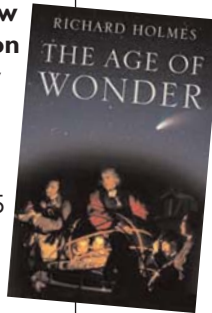
can connect his hopes with his ideas,

and shape his own future – and more.

Rich, solid and sparkling,

this is a wonderful book.'

– Claire Tomalin, The Guardian



### WEBSITE OF THE MONTH

[www.engineerjobs.co.uk](http://www.engineerjobs.co.uk)

Whether you are a skilled professional looking to progress your career in construction, or a graduate searching for your first engineering role, this website features the latest engineering vacancies, the hottest construction jobs and plenty of careers advice and information.

## BUSINESS LINK INNOVATION CLINICS

Are you thinking about developing a new product, process or service? Have you invented something and don't know what to do next? Through its series of free Innovation Clinics, Business Link provides confidential and impartial guidance on such subjects as investigating an innovative idea, product development, working with universities, R&D funding sources, protecting intellectual property rights and licensing. Innovation Clinics are held throughout the SEEDA region.

● Advice Hotline: 0845 600 9 006 [innovation@businesslinksoutheast.co.uk](mailto:innovation@businesslinksoutheast.co.uk) [www.businesslink.gov.uk/southeast](http://www.businesslink.gov.uk/southeast)

WRTI PATRON Trevor Baylis OBE

DEPUTY CHAIRMAN Richard Little [deputychairman@wrti.co.uk](mailto:deputychairman@wrti.co.uk) SECRETARY Mike Overy [secretary@wrti.co.uk](mailto:secretary@wrti.co.uk)

TREASURER Mike Wright [treasurer@wrti.co.uk](mailto:treasurer@wrti.co.uk) MEMBERSHIP John Gibbs [membership@wrti.co.uk](mailto:membership@wrti.co.uk) WEBMASTER Mike Overy [webmaster@wrti.co.uk](mailto:webmaster@wrti.co.uk)

BUSINESS DEVELOPMENT Peter Hebard [bizdev@wrti.co.uk](mailto:bizdev@wrti.co.uk) INVENTIQUE EDITOR Frank Landamore [editor@wrti.co.uk](mailto:editor@wrti.co.uk)

To receive free e-mailed issues of Inventique, simply follow the instructions on the 'Innovation Magazine' page at [www.wrti.co.uk](http://www.wrti.co.uk).

Inventique © Frank Landamore 2003-2009. Text © the authors 2009.

All material in *Inventique* is copyright and may not be reproduced without permission or distributed other than in its entire original electronic and printed forms. Back issues of *Inventique* are available at [www.wrti.org.uk](http://www.wrti.org.uk)

Edited, designed and produced by Frank Landamore, 42 South Way, Lewes BN7 1LY on behalf of WRTI.