



PRESIDENT'S MESSAGE

by Paul Everett

Our meeting this month will be held on Thursday, October 14th. We will again be at the Arthur and Louise Price Community Room at the Chandler Fashion Center where we have been holding our meetings since June.

Ed Koch will talk about his log splitter. Ed is a long time PACN member and is a program management and embedded systems consultant. He has a home among the trees in Munds Park, and that probably has a lot to do with his current passion. He lived in New England twenty years ago during the oil crisis at that time, and that is when he started thinking about alternate energy sources primarily related to keeping warm during those cold winters up there. The current price of oil made him decide that it is time to move. Consultants are by nature entrepreneurs, and we all (or at least most of us) hope that some day we will come up with something that we can turn into a real product that will provide a continuing income for us in our old age – or perhaps not so old age. In any case Ed has decided that there is a good market for his log splitter, and he is going into production with it – in China. He will address:

- Initial Product Design
- Prototyping and Testing
- Off Shore Fabricator Acquisition
 - The RFQ for Preproduction Units

- Proprietary Data Protection
- Fabricator Qualification Analysis
- Quote Evaluation
- The Contract Award
- Wire Transfer of Dollars vs a Letter of Credit
- Company Formation
- A Web Site
- Importing Issues
- A Glitch! – “We don’t understand English Units.”
- Machine Redesign in Metric Units.
- Preproduction Unit Evaluation
 - Quality, Configuration Control, Performance
 - Testing
 - Test Unit Liability Waiver
 - Tester Feedback
- Letters of Credit and a Line of Credit
- Product Liability Protection
- A Marketing Plan

This is our chance to find out “how it is done”. Even if we don’t plan to go into the manufacturing business, this is a good opportunity to find out how to run a business, and that will do us all some good.

We had a very good meeting last month. John Snodgrass made an excellent presentation on the SBIR program and how to apply for these grants. The SBIR program is designed to help small business (that’s us) bring innovative technology to fruition in real products. The best part is that

you get to keep all of the intellectual property rights. In other words you can get free money if you can convince a Government agency that you can build a better mouse trap and that mouse trap is something the Government wants. SBIR programs are not all that easy to get, but a lot of people have had a lot of success going down that path. John is the Technology Programs Coordinator at the Maricopa Community Colleges Small Business Development Center. His job is to help technology oriented small business. If you missed his presentation, you missed a very good one. However, he will be very happy to help you if you call him at 480-784-0590, and there is no cost.

We will stay at the Price Room through the end of the year and then evaluate our options for a meeting location. The advantages of the Price Room is that it is a generously sized room that is generally quiet and you can get whatever you want to eat. The disadvantages are it is not a formal restaurant and its southeast location. I think we would all be happy if we could find a more centrally located establishment with a private (and quiet) room and a variety of meal options. Some people want to eat light and some want a full meal. We are hoping that someone out there will know of the perfect place and suggest it to the Board. If you have an idea, please send me an email at peverett@everettinfrared.com, and we will take it up at the next Board meeting.

The principals in ETA Engineering are planning to take the company to an Initial Public Offering (IPO) in the near future, and Lane Garrett is going to tell us all about it at our November meeting. This will be an excellent opportunity to learn about how that process works. As usual we will have our annual business meeting and roundtable discussion in December. This is when we

decide the course our Network will take over the next year and is a very important meeting. You shouldn't miss it.

The Executive Board meetings precede the regular meeting and start at 5, again in the Price room. PACN members are always welcome, but keep the conversation turned off so we can conduct the meeting.

See you on the 14th.

Paul

EDITOR'S MESSAGE

By Clark Jones

No doubt that you noticed that the September issue of *The Advisor* was conspicuous by its absence. We seem to have had a "breakdown in communications" -- I was in Australia, and basically "incommunicado" when Paul sent his article to me rather than sending it to Vaughn. My e-mail access was very spotty at best, and I was unable to open e-mails with attachments at the "internet cafes" that I was able to get to. Oh well...

The meeting this month sounds like a very interesting one. Too bad I'm going to have to miss it! I'll be on an airplane headed to London when you'll be listening to Ed's talk. I'll also miss Lane's presentation at the November meeting, but will be back in town just in time to make it to the December meeting.

Note that this means that Vaughn will be "guest editor" for the November and December issues of *The Advisor*. (I will probably not have much in the way of e-mail access until November, so someone might like to "remind" both Paul and Vaughn that I'll be out

of town around the last week of October.)

I did have a great trip to Australia. After spending a couple of days in Brisbane, I took the train to Proserpine (roughly 1300 km north of Brisbane) where I met up with Mike Waters and Les Rees. We spent a few days in the marina, and then went sailing for a week around the Whitsunday islands. (They are more-or-less part of the Great Barrier Reef.) Unfortunately, the weather turned bad, so the water was too turbid to bother doing any snorkeling. However, we did have a good time. One highlight was when a sulfur-crested cockatoo came and landed on the boat one morning, looking for a handout of food. He let us get fairly close and take his picture. We did see a couple of whales from about a mile away. When we got back from sailing, I took the

“Tilt Train” (their answer to the Japanese “Bullet Train” -- it tilts into curves, thus the name) to Cairns, where I stayed for 4 nights. I did take the excursion train to Kuranda, which is up in the rain forest, returning to Cairns via the “Sky Train” (which is a cable car ride). I returned to Proserpine, where I picked up Mike & Les's car, and drove it back to Brisbane. Along the way, I got a tour of the Bundaberg Distillery (where they make Bundaberg Rum), and also took a whale-watching cruise. All in all, I had a very good time, despite having a blowout at the speed limit of 110 – OK, that's 110 km/hour, but it does sound impressive. :-)

I hope that you enjoy the meeting, and I'll see you in December.

Clark

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