

# ISCST 2012

WHAT IT TAKES  
TO COMMERCIALIZE  
AN INNOVATION

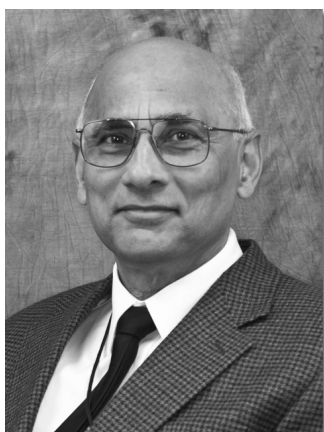
*ISCST/TAPPI ACFS Plenary Session*

## ISCST/TAPPI ACFS Plenary Session: What it Takes to Commercialize an Innovation



### Commercialization of Innovation at 3M

Tony Clinch has been the Technical Director of 3M's Corporate Research Process Laboratory since 2011. He has an M.S. in Chemical Engineering from the University of Wisconsin-Madison and B.S. in Chemical Engineering from Montana State University. He started his 29 year career at 3M working on novel processes to make fluoropolymers, polyolefins and reactive graft blends. This led to 4 patents and to his recognition as Minnesota's Young Chemical Engineer of the Year in 1995. Clinch later managed a technical team in 3M's Industrial Adhesives and Tapes Division that developed new masking tapes with a patented, solvent-less process. He is a certified Six Sigma black-belt. He joined Office Supplies Division (now SOSD) in 2006, Clinch helped champion numerous new products and environmental efforts including the launch in 2010 of Post-it® Greener Notes which use an adhesive that is made from plant based materials. Tony also championed the OfSD technical effort to develop a full line of labels products as an adjacency.



### Overview of Innovation Programs at NSF

Babu DasGupta joined the National Science Foundation (NSF) in June 2006 as a Program Director in the Division of Industrial Innovation and Partnerships, Small Business Innovation Research Program. He is currently the lead program director for the Industry University Cooperative Research Center (I/UCRC) program as well as being the lead program director in the Engineering Directorate for the Innovation Corps program. Before joining NSF, Babu DasGupta was the chief scientist for a large automotive manufacturing company (CONTECH Division, SPX Corporation). Prior to joining the industry, he was the Raymond D. Peters Endowed Professor in Materials Science at the Milwaukee School of Engineering.



### Innovating and Implementing Die Coating Technology Globally

Luigi Sartor was born in the North-East of Italy where he was raised till he was 17 years old, after which he left to the United States for studies.

Luigi graduated from Manhattan College, NY, NY, in 1984 with a BE in Chemical Engineering, after which he joined the Graduate Program in Chemical Engineering at the University of Minnesota, Minneapolis. There he joined the famed L.E. Scriven program in Coating Flows and earned his Ph.D. degree in 1990: his Thesis was titled "Slot Coating: Fluid Mechanics and Die Design" and was one of the first comprehensive examination of this technology's fundamentals.

From Minnesota he then joined Avery Dennison Corporation at their Pasadena based Avery Research Center as a Research Engineer. There he continued to work on coating technology with his group with which he developed and implemented globally most of today's coating capabilities for this company.

Luigi progressed in roles of increased responsibility within the Avery Research Center where in 1998 he was named Technical Director of their Engineering Technology group. In 2000 he moved from Pasadena to Hong Kong to become the Director of Operations for the Asia-Pacific business, where he was instrumental in introducing the basis for modern coating technologies in that geographical area. He returned to the US in mid 2002 with global responsibility over Process Technology, R&D and Operations, and he continues in a similar role to this date. In 2011 the title of Corporate Fellow was added to his title to recognize his substantial contribution to this company.

Luigi holds more than 20 patents in the coating technology area.



### **Technology Innovation: Get Creative or Go Home!**

Terry Stout is Director, Office of Industry Contracts and Affiliated Licenses at Georgia Tech Research Corporation. He holds a BBA degree in Finance from Mercer University and an MBA from Reinhardt University. Terry has a broad and extensive background in university research administration, technology licensing and industry contracts. Terry's career in university research administration began more than 20 years ago at Emory University in the Office of Sponsored Programs as a Senior Research Administrator negotiating research contracts and clinical trial agreements. He joined Georgia Institute of Technology as a Contract Officer when Georgia Tech created their Industry Group Office in 1999 which consisted of technology licensing and industry contracting. Terry became Director of Industry Relations at Wake Forest University Health Sciences in 2002 where he led an office that negotiated various research contracts, clinical trial agreements, non-disclosure agreements and material transfer agreements with industry and university partners. He returned to Georgia Tech in January 2005 as Assistant Director of the Office of Technology Licensing and was involved in negotiating license agreements, protecting intellectual property and assisting faculty in creating start-up companies. In August 2011 Terry was promoted to Director of a newly formed division of GTRC dedicated to drafting and negotiating industry contracts and license agreements as well as promoting collaborative partnerships with industry partners. Prior to beginning a career in research administration Terry held financial positions pertaining to contract negotiations and credit analysis for several years at General Foods and Scientific Atlanta. Terry has been an active member and presenter at UIDP, AUTM, LES, NCURA and SRA professional organizations throughout his career in research administration.



### **Commercializing an Emerging Technology for an Emerging Market: How Hard Can It Be?**

Dr. Kurt Schroder joined NovaCentrix in 2000 and is Chief Scientist. He is co-inventor of the PulseForge process and related technologies. Kurt has over 20 years experience in plasma physics and pulsed power and has worked in industry, government, and academia. He has nearly 20 publications, 8 US patents, and over 25 US patents pending in diverse technology areas. He is a two-time recipient of the prestigious R&D100 award which recognizes the best 100 inventions in the US each year. He was named 2012 Inventor of the Year by the Texas State Bar. Kurt holds an S.B. in Physics from Massachusetts Institute of Technology and a Ph.D. in Physics from the University of Texas at Austin.