

VERNON C. MAINE, ESQ.

Maine Cernota & Rardin, Registered Patent Attorneys
547 Amherst Street, 3rd Floor - Nashua, NH 03063-4000
Tel: 603-886-6100, Fax: 603-886-4796
Email: VMaine@mcr-ip.com Website <http://www.mcr-ip.com>



RÉSUMÉ IN BRIEF

INTELLECTUAL PROPERTY ATTORNEY with 15 years prior experience in marketing and sales of technical products to military, industrial, aerospace, and commercial customers across diverse industries in international markets.

- Founder and managing member of the firm. Registered to practice in New Hampshire, Massachusetts and before the U.S. Patent and Trademark Office and the Court of Appeals for the Federal Circuit. Founded the practice in 1993, providing legal counseling, services and seminars on intellectual property and business law, including U.S. provisional, utility, and design patents, PCT patent applications, trademarks, copyrights, trade secrets, licensing, infringement, contracts, and related business matters.
- 15 years pre-law experience in engineering, marketing and sales. Sales of \$20 million of avionics to U.S. and international aircraft manufacturers and airlines. Developed Asia-Pacific markets for night vision devices. Managed U.S. manufacturers' representatives during a 300% increase in sales of handheld computer terminals. Supervised installations, training, and production change-overs from lead stereo plates to photopolymer printing plate systems for letterpress printing operations. Business travel to 20+ countries.

FORMAL EDUCATION

University of NH School of Law (Formerly Franklin Pierce Law Center), Concord, NH: Juris Doctor 1993

University of Massachusetts (Formerly Lowell Technological Institute) BS Electrical Engineering 1972

PROFESSIONAL EXPERIENCE

Maine Cernota & Rardin, Nashua, NH 1993-Present

- **INTELLECTUAL PROPERTY ATTORNEY & BUSINESS COUNSELOR** - Managing partner, founded practice in 1993. Provide individual and corporate clients with counseling on intellectual property law and related business strategies including patent, trademark and copyright law.. Conduct client and public seminars on intellectual property.

Kollsman Corporation, Merrimack, NH 1984-1990

- **PRODUCT LINE SPECIALIST** - Commercial aircraft instruments. Participated in planning, forecasts, field sales coordination, technical liaison, FAA technical standards review, proposals, negotiations, contracts, domestic and international tradeshow. Extensive travel, customer contact. Major achievements: \$4.4 million contract from Delta Airlines, \$2.4 million contract from U.S. Airways, \$2 million annual sales from British Aerospace.

Baird Corporation, Bedford, MA 1983-1984

- SALES MANAGER - Asia/Pacific Region. Electro-optical night vision product line based on image-intensifier technology. Extensive travel. Revitalized sales network and revived corporate image in region. Obtained first order for use in Hong Kong. Developed \$2 million program potential in Thailand and Indonesia. Positioned company for \$5 million bid on Korean tank program. Initiated sales efforts in Japan & Australia. Developed strategy/materials for aviation market.

Termiflex Corporation, WPI Group, Merrimack, NH 1980-1983

- SALES MANAGER, Handheld computer terminal manufacturer. Military, aerospace and industrial applications with customers such as Lockheed/Sanders, General Foods, Digital Equipment Corporation, Volkswagen, Raytheon, RCA and Hughes Aircraft. Managed sales staff and domestic network of sales representatives. Extensive travel. Annual sales increased from \$1 million to \$4 million during period. Major achievement: 200 control/display unit contract for factory on-line monitoring system at West Bend.

W.R. Grace & Co., Lexington, MA 1977-1980

- REGIONAL SUPERVISOR and sales representative for Letterflex unit of Polyfibron Division. Supervised installation, training, start-up and production change-over to shallow-relief photopolymer printing plate systems in letterpress operations at newspapers and commercial printers, including Boston Herald American and Indianapolis Star/News.

OTHER

- Aircraft owner Vans RV-3A N633TB. Pilot ratings: Comm./Inst. SEL and SES Airplane, Pvt. Helicopter, former flight instructor. Amateur Radio License AI1I, mostly CW on 20 and 40 meters.
 - U.S. Army, 1965-1968 - Japan, Vietnam, Army Commendation Medal. Army Reserve 1990-1993
 - Building Contractor: construction - residential, agricultural, Vermont Log Homes. 1972-1976
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