



# TENNESSEE INVENTORS ASSOCIATION

P.O. BOX 11225

KNOXVILLE, TENNESSEE 37939-1225

June 17, 2006

**Forthcoming Meeting, Saturday, June 17, 2006 at 10 AM in the 2020 Building in the Oak Ridge Industrial Park (% Igor Alexeff, TIA President)**

-Director of Plasma Science  
[dsherman@atmosphericglow.com](mailto:dsherman@atmosphericglow.com)

**Daniel Sherman** is the Director of Plasma Science and a Governor of Atmospheric Plasma Holdings, LLC. Daniel is a co-founder of Atmospheric Glow Technologies, Inc.

Daniel has used his ten years of research experience in atmospheric plasma science to make contributions in all areas of the company's plasma related technologies. His inventiveness has led to pioneering developments in the use of atmospheric plasma for microbial sterilization, aerodynamics, and materials processing. His technical contributions have been a vital part of AGT's success in securing government research funds.

As Director of Plasma Science, Daniel is responsible for the research and development of new plasma related applications and processes, as well as management of the technical aspects of AGT's intellectual property development.

Daniel received his M.S. in Physics from The University of Tennessee in 1998, and is in the process of finishing a Ph.D. from The University of Tennessee in Engineering Science. Daniel is a member of AIAA, IEEE, and an associate member of Sigma Xi.

## **Past Meeting, May 20, 2006 (% TIA Recording Secretary Tom Kulaga)**

On May 20, the members at the TIA meeting had the good fortune of hearing **Randy Boyd**, the president and founder of Radio Systems Corporation. Randy's presentation was followed by a short talk by **Chris Mainini**, Vice-President of Innovation at Radio Systems.

Randy Boyd presented a slide show illustrating the points of his talk. Randy began with a bit of history, describing how it all began for him. Randy's father was an inventor and a very good example of an innovator. He taught Randy to be persistent, which is one of the traits that Randy believes has led to his success.

Randy's first invention was an elephant shocker. As a boy, Randy worked with his father, who manufactured electric fences. Randy reworked one of the electric fence power units until it was strong enough to shock an elephant. That invention never made it to market because, even at that age, Randy realized that there was little need for elephant shockers in Tennessee. Randy's first tip to the members of TIA was to start with a product that has a market.

Randy worked for his father for several years before starting his own business distributing equipment to farm stores. As a distributor, Randy was approached by several of his clients wanting Randy to supply a specific product: a pet containment system without a fence. Randy called the manufacturer who held the patent for this product and he was told to submit his request and they would get back to him in about a year. Randy, as a true entrepreneur, recognized this as an opportunity. He bought one of the company's products and hired an

engineer to build a competing product. The patent on the original product was due to expire shortly after Randy contacted the manufacturer, and Randy introduced his pet containment system shortly after that patent expired.

Randy expected to sell 100 units a month of his new containment system. Unexpectedly, he sold 3000 units per month. Randy built on this initial success to start Radio Systems Corporation. His company now sells over 400 different products. Radio Systems has 101 issued patents with almost 100 more pending or in process. In the last 5 years, Randy's company introduced 75 new products. Within the past year, the company has introduced an additional 63 products.

Not only is Randy an inventor and innovator for pet products, he is also an innovator when it comes to running his company. Recently, Randy re-invented Radio Systems by making strategic business units within the company. His motto is "Better Products Faster!" The strategic business units allow Radio Systems to have smaller, more efficient groups devoted to various business and market segments.

Randy concluded his presentation with a discussion of the values that the company holds. To be innovative, Randy said that you have to try a lot of stuff, and keep what works. Mistakes happen, and the only failure is the failure to try.

Another value he discussed was honesty. Randy said that integrity is more important than short-term profits. Randy also discussed the value of an open environment, with equality and teamwork. Still another value is to find win-win-win solutions to every problem or opportunity.

Randy emphasized that it is important to listen. A successful company must identify customer needs, meet those needs, and let the customer know the needs have been met. This can only be done by listening to the customer.

Randy also identified improvement and lasting as values. He said continuing improvement is fundamental to the company's culture. He also said that Radio Systems is being built to last. He wants the company to survive for generations.

**Chris Manini**, the Radio Systems Vice-President of Innovations, made a short presentation after Randy completed his talk. Chris said that there are three factors that have helped Radio Systems become a strong innovative company. First, the company is built on innovations and inventions. Second, the company recognizes the innovators and their inventions. Third, the company implements the innovations and inventions.

Chris said that there are approximately 20 people in the company who have invented new products. Recognizing that innovations are necessary to the continued growth of the company, Radio Systems has created an environment that supports inventors and innovators. The inventions are collaborative, multi-disciplinary efforts. The inventors are encouraged to innovate and are recognized for their efforts. And finally, the inventions are built as new products offered by the company. For many inventors, it is rewarding to see their invention for sale.

### **TIA Business Meeting**

Following the break after the speakers gave their presentation, the officers and board members of the Tennessee Inventors Association met for a short business meeting. The first topic of discussion was identifying speakers for the next several TIA meetings. Several ideas were bandied about and Terry Brewster said he would follow through. Tom Kulaga made a report on his contacts with WBIR to arrange for Live at Five to feature the TIA. Also, possible domain names for the TIA web site were discussed. Consensus was reached that [www.TnInventors.org](http://www.TnInventors.org) and [www.TennesseeInventors.org](http://www.TennesseeInventors.org) are to be the future domains for the TIA web site. Tom Kulaga said that he would follow through with Laurel Bowen.

**Next Forthcoming Meeting, July 15, 2006**

The speakers for the July meeting **tentatively** are **Rainer Riffert**, who will speak on new electronic products that he is developing, and **Joseph Angelini**, who will discuss a company he is organizing.

## OFFICERS FOR 2006

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### MEMBERSHIP APPLICATION/ DUES RENEWAL

Mail to TIA Treasurer, P.O. Box 11225, Knoxville, TN 37939-1225

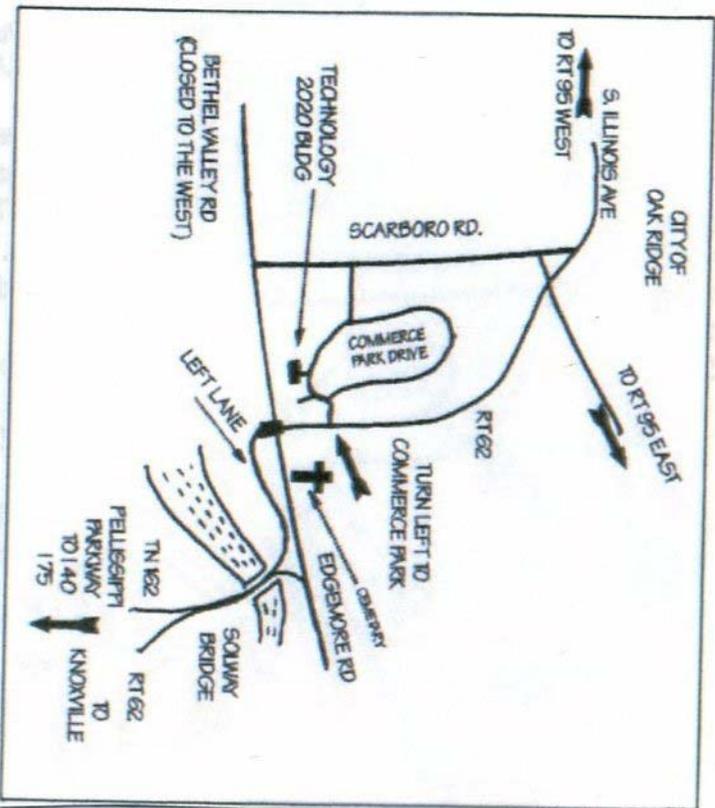
Dues are \$30.00 per year , and due in January. Anyone joining after January will pay a pro rated amount.  
Please make checks payable to Tennessee Inventors Association.

**Name** \_\_\_\_\_

**Address** \_\_\_\_\_  
\_\_\_\_\_

**Phone#** \_\_\_\_\_ **E-mail** \_\_\_\_\_

**INVENTIONS**



# REGULAR MEETINGS

1020 COMMERCE PARK DR.

(2020 BUILDING)

THIRD SATURDAY EVERY MONTH

10:00 A.M. TILL NOON

FOR INFORMATION CALL

865-483-0151



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