



## Tompkins vs. Goliath Kurt Tompkins

Kurt Tompkins had an idea for a unique product that he discovered one evening while trying to sleep in a hot room with lousy air-conditioning. It was a Hot July night in Boerne, Texas which drove him to find a solution to his problem. From that old hill country rock house, he started developing what is now known as the Bedfan.

During the early days of development, he tinkered in his garage making prototypes from sheet metal and odd materials that he had lying around. Word got out to his family about his project and the first call came from his soon to be mother in law. Tompkins didn't realize how vast the market was that he was about to discover.

For the first time in two years, his mother in law had slept through the night without waking up drenched and sweating from menopausal changes. A couple years later he found himself standing in front of a crowd of inventors and judges telling them all about his product. That was in May of 2006 at the Alamo Inventors group gathering for the Gadget Guys contest to win a booth at the Minnesota Inventors Congress in June of that year.

Tompkins was selected to attend the inventors show in Minnesota which gave him the thrust needed to move forward. After years of hard work developing this vast untapped market, Mr. Tompkins eventually lost his brand and his market to one of his biggest customers. The infringement issue was battled fervently for over two years at which time, Tompkins prevailed in late 2013. Not only did Tompkins win in the courts but in the market place as well. A David versus Goliath story, of one inventor's battle against a predatory catalog company and winning.

You don't want to miss Kurt's inspiring story on how he developed a highly successful product from concept to market and how he used the courts to maintain his market share. Be sure to visit Kurt's website, [www.bedfan.com](http://www.bedfan.com) and at least, watch the videos.

Also, please take this opportunity to pay your annual dues (\$25/\$95 Corporate), thanks!

### Wednesday, July 8, 2015

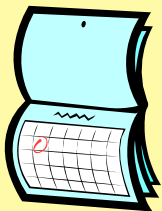
5:30-6:30 Networking 6:30-8:00 PM - Presentation

San Antonio Technology Center

3463 Magic Drive

(North of I-410 Between Callaghan and Fredericksburg Roads)

Public Invited



Alamo Inventors, a Special Interest Group (SIG) of Technology Connexus Association, is a non-profit organization made up of local area engineers, business people, professionals, students, faculty and people from all walks of life. Anyone interested in inventing and/or business and product development is welcome to attend and become a member.

For more information visit:

[www.alamoinventors.org](http://www.alamoinventors.org)

