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That's Fit to Print"

The New York Times

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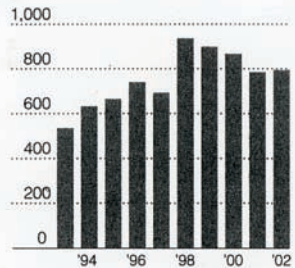
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Thermo Roll's Patents Form the Backbone of Our Company

Less Inventive?

United States patents granted to Long Island inventors and companies. Figures for 2002 are the latest available.



Source: Collaborative Economics

The New York Times

Since gaining his first patent in 1998 for a device that secures window glass to its frame, Frank Manzella, a jazz trumpet player turned engineer-entrepreneur, has filed applications for six more patents and intends to file four more. The patents form the backbone of his West Babylon company, Thermo Roll Windows, a manufacturer of windows for commercial buildings.

"Once you put the window frame in, it never has to be removed again when you upgrade it," Mr. Manzella said, launching into his sales pitch. "My technology keeps windows from falling in, and it prevents children from falling out. My windows reduce the cost of a window by 60 percent."

Mr. Manzella said that after seeing how a better product could outsell its competitors when its features were explained to potential customers, he went back to school to learn engineering, then returned again to learn accounting, finance and other business disciplines.

"It's really what I learned from the music industry," said Mr. Manzella, who graduated from Manhattan School of Music 40 years ago. "You want to learn to play classical music, you go study with classical musicians. What you don't know, you can learn. So I learned finance, and I learned to figure out the machines."

Now his business is doing so well, he said, that he worries about keeping up with demand. As he put it: "My father, who was a manufacturer in the garment center, used to say, 'Don't be the fellow with so much business he goes out of business.' I think about that these days."



Phil Marino for The New York Times

PATENTS PENDING Frank Manzella, a former jazz trumpet player who founded the Thermo Roll Windows in West Babylon, received his first patent in 1998 and has now filed applications for six more.