

**Bruce Winkler**  
"References"

**IBI/KODAK, NEW HAVEN, CONNECTICUT**

"Your ability to work closely through all stages of development, implement changes and improvements in a timely manner, and expedite manufacturing has provided IBI/Kodak with cost effective alternatives to in-house project development efforts for a range of new products."

Mark Adcock, Director, Instrumentation Manufacturing

*I developed and produced instruments and sterile disposables sold by IBI/Kodak for use in human and plant genetic research. In this project, I worked closely with their researchers and marketing dept. to set product criteria, price point, end user features and all production requirements.*

**MOTOROLA INC., SCHAUMBURG, ILLINOIS**

"Your enthusiasm and commitment to the mechanical design aspect of the Universal Development Computer for The Ford Motor Company, has not only lent to its esthetic appeal but has contributed to the sales of Universal Computers above the original contracted quantities."

Daniel Woody, U.D.C. Senior Project Manager

*I was responsible for the mechanical and ergonomic design of Ford's Universal Development Computers, which are used to program the controllers for all new Ford cars and trucks.*

**PROMEGA CORPORATION, MADISON, WISCONSIN**

"You have a purposeful and innovative company. I have enjoyed an immediate response from you or your personnel should I have a question. I've always appreciated your commitment to quality and teamwork when it comes to satisfying the needs of the marketplace."

Nicholas Jon Virca, Program Director

*I developed and manufactured laboratory research instruments for U.S. and international distribution by Promega. This included identifying, sourcing and producing 16 different accessories.*

**ALBERT EINSTEIN COLLEGE OF MEDICINE, BRONX, NEW YORK**

"The quality of the apparatus is excellent and the individualized service provided by you is greatly appreciated. We have recommended you to a number of other labs and will be happy to continue to do so in the future."

Arthur I. Skoulthchi, Ph.D., Professor of Cell Biology

**WISCONSIN DEPARTMENT OF DEVELOPMENT, MADISON, WI**

"The opportunity to have a proposal reviewed by an expert such as yourself is, I believe, one of the most valuable services we can provide to Wisconsin SBIR candidates. Thanks to your help Bruce, it looks like Wisconsin will have an SBIR program starting this year. Your presentation to the legislators was pivotal"

Bruno J. Mauer, Secretary of the Wisconsin Department of Development

### **SENTINEL COMPUTER, INC. OAK BROOK, ILLINOIS**

"As a result of using Mr. Winkler for second sourcing and remanufacturing of parts, Sentinel Computer Services has realized a substantial savings over using existing manufacturers."

Gerald Guice, Chief Executive Officer

### **DATASERV/BELL SOUTH, CHANHASSEN, MINNESOTA**

"You seem to want to provide us with a facility that really cares in meeting our needs, and not just as another customer, but as an individual client."

Martin Koepke, Program Manager

*I developed alternate sources for the fabrication of expensive OEM parts for Sentinel Computer and Dataserv to be used in high-speed computer peripherals, including lasers, fusers, mirror motors and coronas.*

### **DNA STAR, INC., MADISON, WISCONSIN**

"Bruce has provided us with a cost effective and convenient means by which to have our production needs met. He is helpful in assisting us in taking care of all the little things that are sometimes missed when production is done by another firm."

Connie Johnson, Operations Manager

*I built, tested and repaired ultrasonic digitizers that complement DNA Star's full line of genetic software and development services.*

### **POLAR BEAR ENTERPRISES, GROSSE POINTE WOODS, MICHIGAN**

"Just a short note to let you know how pleased I have been with the work you performed. You possess a unique blend of technical expertise combined with a good business approach to projects that is difficult to find."

Matt Kennedy, President

*I designed and fabricated automated props and radio controlled devices for the amusement industry.*

### **NATIONAL INSTITUTES OF HEALTH, BETHESDA MARYLAND**

"Your familiarity with device development allowed you to provide the vantage point of the business community, which made you all the more appropriate for the review of the SBIR grant applications...I plan to call you again when I need a reviewer in your area of expertise."

Cheryl M. Corsaro, Ph.D., Division of Research Grants

*Bruce Winkler reviews applications for state and federal Small Business Innovation Research programs. His expertise is utilized by the NIH, NSF, and Wisconsin's Department of Development and the Wisconsin Innovation Center.*

### **WISCONSIN EDUCATION SYSTEM, MADISON, WISCONSIN**

"I want to again express my appreciation for the outstanding presentations you made during the in-service for teachers of profound and severely handicapped students...It really is a pleasure to be involved with an individual who functions at the highest professional level."

Herbert J. Grover, Superintendent of Public Instruction, State of Wisconsin