

Benefits of the LightGenie™

“How to make extra profits NOW” for OEM and Aftermarket
Decision Makers in Engineering, Purchasing, Marketing, Distribution and Sales

Good News for Car Drivers and Manufacturers!

Try to imagine a device that adds value and safety to all cars on the road today. An invention that would allow someone who has left their lights on during a winter trip, to drive home instead of being stranded with no help available. A device that also makes your vehicle more visible during hazy days. Did you imagine a device that controls your Nighttime Driving Lights automatically? It would be quite a product if it controlled your Daytime Running lights, park lights, fog lights, and dome lights, and provided battery protection when you left your lights on, too. Now try to imagine what retailing it for under \$100 with a generous profit margin would mean for your company. Think about what it would mean to a dealership to be able to structure a \$15 commission for a 5 minute, easy installation--and read on.

The deal-making potential on this idea to the distribution company, the dealership, and the technician that installs the invention is even greater when you consider that it works on the best selling models of Ford, Volvo, Land Rover, Mazda, Audi, VW, Toyota, Honda, Acura, Nissan, Chrysler, Mitsubishi, Hyundai, Kia, Subaru and Isuzu. This concept is a reality -- the LightGenie. This is a field-tested, breakthrough invention with seven years of research and development using the latest technology by a professor of Electrical Engineering, ready to improve your cars; the one you drive now, and the one you may buy in the future.

The LightGenie makes it very simple for you as a driver to customize your lighting performance. You decide about whether you want the Daytime Running Lights (DRLs) and what to turn on among the Headlights, Tail lights and Fog lights for driving. After that decision, you never have to remember anything again: all exterior lights for safe and legal driving will be turned on automatically when you drive and turned off at the right

time when you leave the car. Any time you drive or park your car, if any lights are turned on, they will be always turned off at the right time. Even if you have never left your lights on, the LightGenie will protect your battery in that one instance when you may forget them, and allow you to continue driving when you may need to most.

The last highlighted paragraph may be a part of the owner's manual of your cars in the near future if there is an goal to improve dealership's service to their customers, and to earn more customer loyalty to an OEM's product. Compare the **no-excuse** statements in that box with the statements about car lighting you find in the owner's manuals of the cars that you or your competitors sell now on the world markets. You cannot find anything clearer and more reassuring to the mind of your customers than what the LightGenie offers.

The installation of a LightGenie on a car takes less than one minute on the assembly line or five minutes at the dealerships. On all cars, it requires no wire cutting, wire splicing, hole drilling or extra switches so that you will preserve the utmost safety of the wiring and the rustproof integrity of the cars' body . . . The non-intrusive installation of the LightGenie overcomes the objection of customizing anything on a new, expensive car to try the product--deinstallation is just as simple and leaves no residual alterations.

You can plan NOW for the **LightGenies** to be installed on many of the aftersales cars, up thru 2006. For about one third to one sixth the charge that Cadillac, Continental, BMW, Mercedes, Lexus, Infinity or Acura charge on their factory-equipped automatic lighting control systems. To do everything any other automatic package can do. And always **more** and **better** for your customers, at no extra cost during the usage, as compared to all other systems.

The **LightGenie** is the **ULTIMATE LIGHTING CONTROL** that *successfully* incorporates the total package of benefits that all the car manufacturers have been trying for years to pro-

vide in their luxury cars.

Right now, the LightGenie offers to you the lowest-cost, best and total solution to all the vexingly interrelated problems of automotive lighting, not only for luxury cars, but also for any of the lower priced models on the market for the U.S., Canada, and outside North America.

To comply with new-car regulations, the **LightGenie** can be installed on many of already-designed new OEMs cars of 2006. INSTANTLY. You can sell the ultimate package of benefits, at zero cost in research and development for a product that **provides only benefits without having to redesign anything** in cars made for the U.S. Only **one extra wire** is required for models produced for Canada.

Test the LightGenie to your satisfaction, and profit from the distribution of the LightGenie to the dealerships of many aftersales cars up thru 2006, or officially encourage your dealers to get the LightGenies from our distributors, so that your customers can enjoy their cars more, and be more loyal to your brand. The profits extend futher in the OEM market, which may be entered at a later time..

Act NOW to get the **LightGenie** to *step in for* the drivers' mistakes that can cause problems with their cars' lighting control system and battery. These problems can be embarrassing, time-consuming and costly, and even traumatic and dangerous. At the least, they can be just plain irritating.

Now, take a look at the LightGenie's complete solution to everyday lighting problems.

• **LightGenie's Solution to Problem 1:** **Save you from driving with no head and tail lights in the dark or when it rains, due to preoccupation with the traffic or intellectual activities.** This dangerous problem happens often to owners of all cars made by Mercedes up to 2001; BMW up to 2002; Audi, Porsche, Isuzu, Mazda and Mitsubishi up to 2006; and all of the models lower than the very top of the line of all other manufacturers up to 2006. This problem occurs in the models made without a package called the autolamp that turns *on* the headlights and tail lights in the evening when driving and turns them *off* after driving is done. For seventeen years from 1972, GM was the owner of a patent on this autolamp package and included this package on their top of the line such as Cadillac and Buick. Around the 80's, Ford and Chrysler

got licensed and included the package also on the top of their line such as Continental and New Yorker. Only in the late 90's would this package appear on the top of the Acura line, the 3.5RL, and the top of the line of Toyota such as the Avalon and a few Lexus models. The American public perception is that a package that saves every car owner from dangerous problems must be very expensive. **It is true.** But now is the time for the driving public to know that, **for less than one hundred dollars**, a **LightGenie** can be installed for a five-minute fee on any of the majority of cars and will eliminate all car-lighting problems for the car owners. The **LightGenie** is a package of useful features and conveniences that no one else in the world, including the car manufacturers, can offer at this time. The **LightGenie** will turn on automatically the **legal evening lights** (the low-beam headlights and the tail lights) of the cars when the ambient light is low at evening time or in case of rain. This works on all cars that have the **LightGenie** whether they initially incorporated some form of lighting control such as an autolamp or Daytime Running Lights (DRLs) package and you still feel the need of other features of the whole package of benefits offered only by the **LightGenie**.

• **LightGenie's Solution to Problem 2:** **Save you from driving in the dark with only the headlights on, due to preoccupation with the traffic or intellectual activities.** This happens to the drivers of a good number of cars made by GM and by VW up to 2006. The danger occurs when the drivers forget to turn on the main light switch for their car's Daytime Running Lights (DRLs) to turn *off* and low-beam headlights and tail lights to come *on*. This problem is dangerous to the drivers of those cars as well as to the surrounding traffic people. A worse danger occurs when a few of those GM-made cars have the high-beam headlights on. Although at low intensity for the DRLs purpose, when they are on at night, their focussed beams cause more aggravating glare into the eyes of the incoming traffic drivers or in the back mirrors of the cars ahead in the traffic. There have been more than four hundred complaints about this kind of glare filed at the National Highway Traffic Safety Administration (NHTSA) urging the federal agency to issue regulations to make it safer for everybody on the road. Installable on all these cars, the **LightGenie** certainly will turn on the legal evening lights automatically, making it safest for everybody on the

road.

• **LightGenie's Solution to Problem 3:**

Save you from running the battery down when exterior lights are left *on* after driving, and forgetting to turn them *off*, due to busy schedule or immunity to the warning chimes. Warning chimes are not loud enough on the expensive cars driven by many busy professionals and the chimes are too "polite" on most Japanese cars to attract attention. Exterior lights for many cars are headlights and tail lights. If left on, they will run down the battery in about two hours, causing the need to jump-start the car. For cars made by BMW, Audi, VW, Porsche, Volvo, Jaguar, Focus, Hyundai and Kia up to 2006, exterior lights with this problem are strictly the tail lights. The headlights of these cars turn off as soon as the ignition key is turned to the STOP position or removed from the ignition key lock. If left on, they will run down the battery in about five hours. The worst damage to the ego and time schedule of the car owners in this problem is reserved to the BMW owners. For years, BMW has warned their car owners never to let anyone except BMW's technicians to jump-start their cars, due to their special electronics. Although the jump-start assistance is free from BMW, half an hour of waiting time will ruin the day for the owners. Installable instantly on all these cars, the **LightGenie** will always turn off the exterior lights at the right time when the driving is finished.

• **LightGenie's Solution to Problem 4:**

Save you from running the battery down by manually turning on some exterior lights, and forgetting to turn them *off*, due to busy schedule or inability to return in time to turn those lights *off*. No car can turn *off* *impeccably* these lights for you here until the battery is completely drained down. Some *almost impeccable* systems are found in a few cars made by Chrysler beginning late '90s, a few by Nissan beginning 2002, the Accord EX beginning 1998, the Escape beginning 2002, the Mazda6 beginning 2003, and the '04 Monte Carlo. The Monte Carlo turns off these lights after 10 minutes, those Chrysler after eight minutes; the Nissan after five minutes; the Accord after 15 seconds; the Escape and the Mazda6 after 30 seconds. The **LightGenie** is *impeccably useful in all situations*, by cooperating smartly with these cars' body-control module to keep the headlights and /or the tail lights *on* for **four minutes** to illuminate around your car; or strictly just the tail and park lights around the cars *on* for **two hours** for visible parking at an untrustful place,

then will turn them *off* automatically for you.

• **LightGenie's Solution to Problem 5:**

Save you from running the battery down by leaving a dome light on, a door ajar, or a trunk opened too long. This problem is not a day-to-day mistake and happens to many people, including driving enthusiasts who are very proud of their skills in handling all things on cars. This problem is **very easy to solve**. Yet, only 100% of GM, 85% of Ford, 40% of Chrysler, 20% of Toyota, and 20% of Nissan cars in 2005 have *impeccable* or *almost impeccable* form of saving the battery from a rundown *due to the dome lights only*. The **LightGenie** performs something like magic to make every system *impeccable*, to guarantee an absolute peace of mind for you: It replaces a single fuse on the cars dedicated to the protection of the dome light circuit with a similar plug. It then protects vigilantly the dome light circuit better than the original dome fuse. It acts like a blown fuse if it has to protect the circuit from a fault, and recovers itself after the fault is corrected. All the while, it passes the small current needed by the car's electronics to keep the circuit ready in standby mode—to turn *on* and turn *off* the dome lights in a designed fashion such as right away or gradually after a certain event happens. Any dome lights still *on* several minutes after the engine of the car is stopped are kept *on* for 20 minutes, then turned *off*. If you want the dome lights to continue to be *on* for your use, you can renew the dome lights *on* for 20 minutes by a sequence of movements OFF-HEAD-OFF of the main light switch. Otherwise, the dome lights will come *on* the next time when you drive, if they were *on* before because you turned them *on* and forgot to turn them *off*. If you notice, and do not need the dome lights at that time, you can turn the dome switch to OFF. If not, they will turn *off* in 20 minutes after you finish driving.

• **LightGenie's Solution to Problem 6:**

Turn on for you the car headlights in a certain season and region of the country during the day, when they would be beneficial for everybody's safety. With the **LightGenie**, at the choice of the U.S. owner, the Daytime Running Lights (DRLs) will automatically turn *on* during the day and the evening lights will come *on* immediately after entering a tunnel or when the ambient lights are low in the evening or in the rain.

• **LightGenie's Solution to Problem 7:**

Keep you safe driving a *small* car in a sea of

huge vehicles with DRLs on during daytime. The **LightGenie** on any car turns on the headlight low beams or high beams at intensity lower than their normal-design intensity (and no tail lights) to comply with the U.S or Canadian regulations and at the same time to maximize the life-time of the headlights and the tail lights. On many new cars with High-Intensity-Discharge (HID) headlights such as Audi A8, A6, A4, S4, TT, Porsche's including the Cayenne, and Mazda RX8, the **LightGenie** will use the high-beams headlights as DRLs without tail lights—the best of DRLs—for both U.S. and Canadian markets.

• **LightGenie's Solution to Problem 8:** **Help you feel comfortable knowing that you do not cause any unnecessary glare into other people's eye.** DRLs are a constant source of pride for some and an occasional source of irritation for the other owners of all cars made by GM, VW and some by Toyota and Lexus up to 2006, as well as all by BMW after 2002. All these cars are advertised in the U.S. to include the DRLs as standard equipment for the safety of the car owners. Gradually the public knows that there is no regulations mandating DRLs on new cars for the U.S. market. Also, the safety merits of the DRLs is at best marginal in many states where the daily ambient light on the open road is bright during many seasons of the year. Many owners of cars with DRLs in the U.S. begin to be conscious about their lack of control of a mode of lighting that does not obey the owners to turn on or off at their discretion in a semipermanent manner or instantly as in Problem 9 below. When the owners want the cars but do not want the DRLs on their cars to come on systematically when driving during the day, they would bring the cars back to the dealerships and ask what can be done about them. GM and Toyota dealerships would offer to cut some wires or remove some components to satisfy the customers, at no cost. Many VW dealerships would not offer to do anything. BMW would require at least half an hour of customer waiting time and charge \$80 to hook up the car to a computer to deactivate the DRLs. When the car owners change their mind later and feel they need or like to have the DRLs on their cars, they have to bring the cars back to the dealerships. GM and Toyota may charge a certain fee for reactivating the DRLs, while BMW certainly would require again half an hour of customer waiting for computer hookup and \$80 charge for the service. For the car owners who cannot get

help or do not want to get charged so much in time and money in deactivating and re-activating the DRLs, they usually go on the Internet and search for tips about how to do it on their own time at their own risk. Some of these tips seem useful; some risky; everyone time-consuming; one especially dangerous: it suggests the driver to engage the safety brake slowly until the DRLs go off. You can order the **LightGenie** on all cars up to 2006 to *deactivate* or *reactivate* in a semipermanent manner the DRLs. You do it by a sequence of *four* movements of the main light switch from the OFF to the HEAD position while the engine is not running: the head and tail lights turn on and blink off four times to acknowledge your command, then turn off. Your choice will stay there until you want the alternate choice of DRLs by change of season, change of taste or whatever reason. Then, five seconds away with the same sequence of *four* movements of the main light switch and like magic, you are guaranteed to have your alternate choice. What a sense of pride, security and joy for you to have such a kind of power on one of your useful commodities or expensive toys that no one can provide now, except the **LightGenie**.

• **LightGenie's Solution to Problem 9:** **Once in a blue moon, help you dash through a rowdy crowd in a perceived dangerous zone with absolutely no lights, in order to be safely stealthy for a few seconds.** This cannot be done now for owners of the great majority of GM models, of Toyota and Lexus and all BMW, VW up to 2006 models. These cars cannot turn off their DRLs, day or night. They are not particularly welcome in daytime around military bases, and during nighttime around drive-in movies or astronomy observation sites. The people doing investigative or police work have refused to buy these cars for years. Conscious about this need of the drivers, beginning with 2002, GM and Toyota have implemented the solution to this specific problem with *one extra switch* on a few selected U.S. models. (This extra switch is illegal in Canada: extra complications!) You can order the **LightGenie** to turn off instantly the headlights serving as DRLs or evening lights, along with the tail lights, on a onetime basis, by an intuitive movement of the main light switch from the HEAD to the OFF position, for *all* supported U.S. vehicles. These vehicles include many models of GM and all others of Toyota, *even with their present wiring unmodified*. At the same time the

LightGenie will upgrade them to the ultimate benefit package of the **LightGenie** for the U.S. new and aftersale markets. This amenity of the **LightGenie** along with the semipermanent solution to Problem 8 is extended only to all the new and aftersale cars for the U.S. market. Although looking exactly the same as a U.S. **LightGenie**, the Canadian model will obey the Canadian regulations and would ignore any similar command to deactivate the DRLs, day or night, on a new car made for the Canadian market.

• **LightGenie's Solution to Problem 10:** **Keep you safe from a battery rundown on your car, even when another person causes it.** An occasional problem: receiving back from a parking valet or a friend, in the evening, a car which has an old-technology automatic lighting system, only to find a battery run-down in the morning. It is because the main lights switch was thought to be in the AUTO position when parked overnight at home by the owner, while it actually was manually turned to the HEAD position before. This painful experience is common with all top-of-the-line vehicles of GM, Ford, Mercedes, Lexus, Infinity, Acura, Toyota and BMW that have the autolamp package. With a **LightGenie** on your car, when some lights are *on* during the time when the car is driven or when it is parked, they will be monitored vigilantly and will be turned *off* for you when they are not needed any more.

• **LightGenie's Solution to Problem 11:** **Help you turn on intuitively the headlights without the need of an ignition key.** This cannot be done with a car made by **BMW, Audi, VW, Porsche, Volvo, Jaguar, Focus, Subaru, Hyundai and Kia**. A feeble explanation of this odd way of car wiring is offered in the owner's manual of these specific cars. It claims to be a way to "help" the drivers to minimize the hazard of running down the battery with forgotten headlights *on*. It requires that an ignition key be in the ignition lock in the RUN position combined with the main light switch in the HEAD position for the headlights to be activated. A survey of users of these cars showed that this odd feature of their cars is either unknown to them or they were aware of it only after a painful surprise. This feature is carried on to the 2006 of those models, with no exceptions. The **LightGenie** can be instantly installable on these cars of yours in the new or aftersale markets for you to enjoy the

maximum of benefits. At the same time the **LightGenie** *refines the lighting control of these cars so that you can turn on their headlights intuitively with just the main light switch* similar to the majority of cars sold in the American markets.

• **LightGenie's Solution to Problem 12:** **Keep your car's head and park lights on for you to safely walk in from the parking to a living quarter.** At night, every time you stop the engine of your car, an initial mode of operation of the **LightGenie** will keep the head and tail lights *on* for **40 seconds**. That is to light the way for you to walk in safely from a parking location, at a place where business is to be conducted or to reach home. If you need a longer delayed turn-off, **four minutes** can be ordered *before* or *after* these 40 seconds have elapsed with **one** movement of the main light switch from the OFF to the HEAD position. You can also program semipermanently the **LightGenie** to turn *off* the exterior lights instantly after the engine is stopped at night. You do that with a sequence of **three** movements of the main light switch from the OFF to the HEAD position and leaving it there while the car engine is not running: the head and tail lights will come on and blink off three times to acknowledge your command and then turn off everything. Also, the same sequence of **three** movements of the main light switch can be executed to toggle semi-permanently the **LightGenie** to the mode of 40-second delay turn-off. Regardless of what is pre-programmed, you can command the **LightGenie** to execute a 40-second delay turn-off on a onetime basis by turning the main light switch from the OFF to the HEAD position *before* the engine is stopped at night. Also for your convenience, on a onetime basis *before*—for U.S. only—*or after the engine is stopped*, all exterior lights can be turned *off* immediately by **one** movement of the main light switch from the HEAD to the OFF position. During daytime, after the engine is stopped, all exterior lights always turn off immediately. All of these facilities for delay turn-off of the **LightGenie** are useful and legal for all U.S. and Canadian new cars.

• **LightGenie's Solution to Problem 13:** **Allow you to have your automatic lighting system to report dutifully when it is in good health or when the circuits under its control or itself are at fault.** When programmed for 40-second delay turn-off, every time a **LightGenie**-equipped car has the ignition shut off at night, the head and tail lights—even on those cars men-

tioned in Problem 11—will stay on for 40 seconds before going off. During those 40 seconds the lights will blink off visibly every second to inform you that everything is ok and the **LightGenie** will shut off all lights unfailingly after 40 seconds. Regardless of what is programmed before, if there is a defective electronic switch inside the **LightGenie**, or a short circuit or overcurrent in at least one of the circuits of the headlight high beams or low beams or the tail lights or the dome lights, it will be registered. When the ignition is shut off, the **LightGenie** will turn on fully whatever lights still healthy for one second then lower the intensity of these lights for another second, and repeat the sequence 40 times, then shut everything off. It is a very noticeable manner to report to you that it sees a fault somewhere among the four light circuits that it controls. If this happens, you can decide to check the fault any time later for repair. Another eventuality that may happen when the ignition is shut off: the headlights and tail lights stay on without any visible blinking. It is a way the **LightGenie** is trying to report as best as it can about a fault that affects its ignition sensor that renders impossible for the **LightGenie** to detect when the ignition is turned on or turned off. It is programmed to continue valiantly to act, for your safety, as if the ignition were on, in case the driving is still going on for real. Now that you just shut the ignition off, you should know for sure that the driving is over, and it is safe to help the ever loyal (but now wounded) **LightGenie** to turn off all driving lights to avoid a battery rundown. You can do so simply by reaching for the main light switch and turning it from the HEAD to the OFF position. Before the **LightGenie** can be replaced, you can be sure that during the next driving sessions, when the main light switch is turned from the OFF to the HEAD position, the headlights and tail lights will come *on* and stay *on* until you turn them *off* manually, as if the **LightGenie** were taking a sick leave from your car. Very clear instruction for you or the service people is available to pin point the right trouble to repair on the car or to submit for a **LightGenie** replacement that would take about five minutes.

• **LightGenie's Solution to Problem 14:**
Help you walk away *elegantly* from your car with its headlights on. The healthy gentle blinking off every second above also conveniently and efficiently communicates to the *Good Samaritans* out there that a **LightGenie** is doing its delay

turn-off for you like another **LightGenie** would do on a car of someone they know. So, they don't have to run after you to warn about headlights left on. When this quiet communication happens often enough, more than one person will smile and realize what a wonderful era we are in: a few more silly car troubles are going away. On the road everyday, driving machines should work; you should enjoy the drive, instead of remembering chores better left to computers.

• **LightGenie's Solution to Problem 15:**
Allow you to turn on the Fog lights along with the low-beam headlights and the tail lights, or with just the tail lights alone. This is where the **LightGenie** is developed to make your fog light control superior to all others, regardless whether they incorporate an autolamp or not. The **LightGenie** can satisfy all your needs with fog lights. First need: driving in evening or early morning with fog lights *on* along with headlights and tail lights for extra road illumination. Second need: driving during evening or early morning where and when *very thick fog covers the roads*. It is proven advantageous in this situation to have the fog lights turned *on* only with the tail lights. You would see the road better instead of staring at a white sheet of fog a yard above the ground that masks your view of the road. Third need: satisfying the first or second need and at the same time turning *off* everything and turning *on* the DRLs when the ambient light is bright, without your having to remember what and when to do anything with the fog and main light switches. The **LightGenie** takes care of your car with fog lights automatically and can *satisfy your second need concurrently with or without the DRLs even for less-favorably-wired models on which it is impossible to satisfy your second need alone with just the original wiring of the cars*. Among less-favorably-wired models, one can count *all* cars made by VW, the Focus, all by Mazda, all by Hyundai and Kia, up to 2006; the F-series trucks, up to 2003; Expedition, Navigator, up to 2002; and Explorer, Ranger, up to 2001.

On favorably wired cars, the **LightGenie** initial fog light mode makes it intuitive for you to have the first or second need satisfied along the third need. If your first and third needs are to be satisfied, you just put the main light switch in the HEAD position and the fog light switch in the ON position. After that, you never have to touch those switches again in day-to-day driving. If your second and third needs are to be satisfied

while you are driving you just move the main light switch from the OFF to the PARK position and the fog switch in the ON position. After that, you never have to touch those switches again in day-to-day driving. Although now the main light switch is in the PARK position, the next time you come to drive, the DRLs will be on during day, and Head and Tail lights and Fog lights will be on at night for your safety. While driving at night and you want the second need to be satisfied, you just move the main light switch from the OFF to the PARK position again.

On all less-favorably-wired cars supported by the **LightGenie**, initially the **LightGenie** is programmed for your first and third needs to be satisfied, by putting the main light switch in the HEAD position and the fog switch in the ON position for all day-to-day driving. For your second and third needs to be satisfied, you toggle the **LightGenie** to the alternate fog light mode when you need it. A movement of the main light switch from the OFF to the HEAD position while the car engine is running along with the Fog light switch in the ON position. : the Head lights will be turned off, the Tail lights will be turned on along with the Fog lights. After this, if you want the Fog light mode other than the present one while you're driving, you just move the main light switch from the OFF to the HEAD position with the Fog light switch still in the ON position. This offers you safely and conveniently an instant choice among the two fog light modes that may be needed one time or another while driving. The next time the engine is started, the first Fog light mode with Head and Tail lights on will come on again as pre-programmed to be often needed.

• **LightGenie's Solution to Problem 16:**

Allow you to occasionally turn on the Parking lights for a few hours then off automatically.

This need arises when a car is stranded in a vast expanse of space, or on a road traveled mostly by traditional buggies, or on an unusually dark and narrow city street. This problem is inherent to all cars made by all manufacturers for the U.S and Canadian markets up to 2006. On all these models, the Parking lights either stay on blindly till the battery is run down after about five hours; or without an ignition key in the RUN position in the remaining models, they will stay on for only zero, 15, or 30 seconds, or five, eight, or ten minutes. Installed on any of these models, the **LightGenie** will cooperate smartly with your car's body control module to keep the tail lights and the parking lights around the car *on* for **two**

hours. You activate this mode by a sequence of *two* movements of the main light switch from the OFF to the HEAD position. The **LightGenie** will turn on the Headlights and Parking lights and blink off twice to acknowledge your command and then will turn *off* the headlights and keep the Parking lights *on* for *two hours* then will turn them *off* automatically. In this mode of two-hour delay turn-off as well as the forty-second or four-minute delay turn-off, as soon as you start the engine, your **LightGenie** will turn on the DRLs or the evening lights automatically in a friendly manner.

• **LightGenie's Solution to Problem 17:**

Allow you to replace a defective Ultimate

Lighting Control in 10 minutes. Typically, the repair of just the light sensor on a Cadillac requires the car to be lined up in the service shop for several hours. If under warranty, the service is free; if not, the charge is \$300. Aiming at saving time for the car owners and service people, any repair of the **LightGenie** on a Cadillac or any car of any price will simply replace the defective **LightGenie** with a new one. Using the speedy installation of the **LightGenie** to make it easy on everyone, the repair of a **LightGenie** under warranty will cover a **LightGenie** free of charge. It requires ten minutes of the owner and nothing if done by the owner, \$15 if done by a service shop, or \$35 if done at the car owner's parking site by a specialist. The same repair out of warranty will add a charge of less than \$70 to \$100 for the cost of the **LightGenie**. This *part-but-not-labor* warranty is designed to simplify the accounting in the long run for everybody. You can figure out easily how much better off you will be with a **LightGenie**. If you are a car manufacturer, the **LightGenie** will help you reduce the service instruction for the DRLs, autolamp, Fog and Dome light control to just a few pages, as compared to a score of pages of complicated computer hookup, code entering and reading for each car of a company.

These 17 **LightGenie's** solutions provide the complete peace of mind to your customers in the everyday use of their cars.

For you as an OEM, the **LightGenie** offers further the next solutions that will make your cars more desirable or will save you surely some money beyond what you currently do now in the manufacturing.

• **LightGenie's Solution to Problem 18:** Allow you to comply with all new-car regulations with the *same* basic wiring architecture. No one, including GM, can enjoy this ideal solution at the present time. With the LightGenie, everybody can, **INSTANTLY**, regardless of whether the already-made wiring has put the car in a tight spot. This tight spot forces the DRLs to use the fog lights—illegal in the U.S.—or the low-beam headlights at full intensity—which require tail lights to be *on* also, in Canada. With the LightGenie, a car can be made instantly into a model for the U.S. or Canada before shipping out. You will enjoy so much savings in no extra wiring, so great flexibility in planning and moving inventory to where it is needed. The Canadian option only costs you just **one dollar** extra.

• **LightGenie's Solution to Problem 19:** Allow you to issue a signal to flash a car's head and tail lights *alarmingly* three times a second. The signal is a simple signal from a burglar detector or *OnStar*, to expose and broadcast visibly a burglary taking place; or from a key-fob receiver, to acknowledge a specific remote-control order. Another **one-dollar option** for you to use.

• **LightGenie's Solution to Problem 20:** Allow you to turn *on* the head and tail lights when the windshield wipers are turned *on*. This makes your cars more attractive in some states that require the head and tail lights—not just the headlights—to be *on* when the windshield wipers switch is turned *on*, even when the ambient light is still bright in a light rain. Another **one-dollar option** for you to use.

Great efforts have been made to ensure a steady supply of LightGenies for you.

Two U.S. Patents No. 5,329,204 and 5,621,277 protect the technology. Some minor non-patented inventions along with several proprietary developments and copyrighted materials are kept as trade secrets inside the epoxy-potted circuit board and the scrambled firmware of the on-board computer. This airtight intellectual-property protection guarantees well-covered insurance to you who use the technology products; and to all people involved in the manufacturing, marketing and sales of the products.

One product of the technology is trademarked as the **LightGenie**. This all-solid-state product is the results of an intense research and development effort during the last nine years by

the principals who founded **Innovanics Corporation** in March 2002. The effort was done in close cooperation with **Dynalab Corporation**, which is ranked among the Top 100 contract-manufacturing firms in the world. It was done also with the generous assistance of many new and used cars dealerships in Columbus, Ohio, which can claim to be among the largest dealerships in the world located within a single community. **The research and development have been done.** All necessary components for assembly have been identified and well second-sourced. Tooling and production flow from beginning to finish have been thoroughly mapped out so that the products of the technology can hit the market in four months or sooner when the decision is made to start the manufacturing.

The **LightGenie** succeeds where everyone else involved in the industry failed, because the **LightGenie** provides the **total solution** to all conflicting problems of automotive lighting with a **breakthrough invention**, not just a combination of several textbook-designed packages. A breakthrough invention comes only as a flash of luck to an inventor who is always ready to recognize it and has a strong incentive to go through a lot of advanced, complex, and hard work to develop it. As a blanket rule, any invention of anyone working for an electronics or automotive company belongs automatically to the company. If the invention results in a patent, the inventor's name will be on the patent, but all the patent rights will be assigned to the company; the inventor may receive an award of a few hundred dollars: not much of an incentive. Also, text-book designs provide faster time to market and better job security for anyone. On the other hand, an independent inventor who pursues a targeted invention would have much stronger incentives, emotionally and economically; no job security to worry about; just a product that may be sellable to other designers.

So, that is the answer to the usual question of why the automotive companies with their big budget of research and development, cannot come up with something they obviously need and have to wait for an ingenious Midwestern to invent it for them. This question comes usually from the people who do not understand the invention process and the secret of Yankee ingenuity. That secret is actually the well organized patent law system of the U.S., always ready to reward the inventors who are willing to work hard to tap into the greatest market in the world.