



Licensing Executives Society
(U.S.A. and Canada), Inc.

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Pamela Demain, Executive Director for Corporate Licensing at Merck Receives Frank Barnes Mentor Award from the Licensing Executives Society (U.S.A. & Canada)

TORONTO, October 15, 2012 – Merck Executive Director for Corporate Licensing Pamela Demain received the 2012 Frank Barnes Mentor Award during the Licensing Executives Society (U.S.A. and Canada), Inc. Annual Meeting today.

Now in its 12th year, the Frank Barnes Mentor Award recognizes individuals who have made significant contributions to the field of licensing through their professional mentorship.

“Pam was nominated by four LES veterans -- two former Barnes Mentor Award winners and two former LES Presidents – who have watched her in action, mentoring LES members and assuming important leadership roles in the Society, all while working as a key executive at Merck. Quite a balancing act,” said Bill Mattson, Chair of the Frank Barnes Award Nominating Committee. “Pam joins a long and distinguished line of winners who, like Frank Barnes himself, have generously shared their time and talents to support their colleagues and to help advance the mission of LES.”

Over the years, Ms. Demain has mentored countless LES and other colleagues both formally and informally. “I believe that mentoring is an important way to give back to LES for all that it has given me,” she said.

In addition to her contributions of mentorship, Ms. Demain has also served LES as Regional Vice President, U.S.A., and several years as Vice President for Communications, where she has overseen a major refocusing and tailoring of LES messages and branding, the launch of the *LES Insights* weekly e-newsletter, and the creation of the first LES (USA & Canada) Editorial Board. She has also been responsible for the development of the first LES Policy Manual and was Plenary Chair for the 2011 Annual Meeting. As Trustee for Partnering in 2006-2007, she spearheaded the Power Networking initiative. She has been a member of the Health Care Committee since 2003, involved in planning for the Health Care Sector at LES (USA & Canada) meetings and in *Viewpoints*, and also has worked on a number of strategic initiatives with the Membership and Sponsorship Teams. She has been an active LES speaker and attendee at seasonal, annual and New Jersey Chapter meetings for many years.

Ms. Demain has spent more than 30 years at Merck. As Executive Director for Corporate Licensing she is responsible for negotiating transactions with companies, universities and institutions worldwide. She also heads up relationship development for licensing. Previously, Ms. Demain worked in Merck’s Global Marketing Division with positions ranging from leading the Business Information & Research Group to Product Management and Marketing Communications. Her pharmaceutical career began in the laboratories of Gruppo Lepetit, an Italian pharmaceutical company, which was then a subsidiary of the Dow Chemical Company.

Ms. Demain is a graduate of the University of Massachusetts at Amherst, holds a MBA in international business from The American University in Washington, D.C. and is a Certified Licensing Professional (CLP™).

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About the Licensing Executives Society (U.S.A. and Canada), Inc. and the LES Foundation

Established in 1965, the Licensing Executives Society (U.S.A. and Canada), Inc. (LES) is a professional society comprised of over 4,500 members engaged in the transfer, use, development and marketing of intellectual property. The LES membership includes a wide range of professionals, including business executives, lawyers, licensing consultants, engineers, academicians, scientists and government officials. Many large corporations, professional firms, and universities comprise the Society's membership. The Licensing Executives Society (U.S.A. & Canada), Inc. is a member society of the Licensing Executives Society International, Inc. (LESI), with a worldwide membership of more than 10,000 members in 32 national societies, representing over 90 countries. For more information on LES, see www.lesusacanada.org.