

# Patents

## II

MURRAY HILL 4-1912

# ARTHUR J. HAAR

SALES PROMOTION

*Original  
6/15/37*

1265-69 BROADWAY

NEW YORK CITY

June 10, 1937

Mr. Carl Graham Fisher Pat. #2,093,258  
Miami Beach, Fla.

Dear Sir:

Your patent bearing the above number has attracted my attention. Will you sell this patent? The reason I am asking this, is that I believe some of my prospects may think YOUR device is just what they want.

The sale of your patent for the BEST POSSIBLE PRICE is of vital importance to you and therefore it will be to your advantage to answer this letter IMMEDIATELY and in the meantime do not sign any contracts until you hear from me.

Yours very truly,

*A. J. Haar*

P. S. In writing please do not fail to put the above patent number on your letter.

# THE REX ENGINEERING CO.



PHONE  
KIRBY 1333

MEMBERS OF  
AMERICAN SOCIETY MECHANICAL ENGINEERS  
CINCINNATI CHAMBER OF COMMERCE

3204 Beakman St.  
CINCINNATI

June 10, 1937

Mr. Carl Graham Fisher,  
Miami Beach, Florida

Dear Sir:

We notice that you have been granted a patent on an article that is right in our line of manufacture. We are inventor's manufacturers and have every reason to believe that we can serve you to the best advantage in the manufacture of your article in large or small quantities.

It is our impression that you will receive all kinds of propositions from both reliable and unreliable parties, wanting to sell your patent, manufacture on a royalty basis, etc. We would recommend that you do not do anything hastily, especially by trying to sell your patent or contract with some Company to sell your patent for you, as the results that you obtain in this way are usually very doubtful.

We would suggest that you have your device manufactured and place it on the market yourself, if it is possible for you to do so, as it looks to us as tho it has considerable merit. Send us the best sample or model you have, also send us your drawings and specifications and we will be glad to go over this matter in detail with our Engineer and make you our best proposition for manufacturing same.

We are mailing you under separate cover our Catalogue MIND VS. MATTER, which we would recommend that you read carefully. You will find Engineering data in this catalogue that will be interesting to you and also instruct you as to how to proceed with the manufacture and placing of your device on the market.

We have the very finest facilities for manufacturing metal specialties, also for the manufacture of models, dies, patterns, etc., and also have competent Engineers and Draftsmen to redesign or improve your patent if necessary.

Let us hear from you at your earliest opportunity. Assuring you that we will co-operate with you in every way to help make your device a complete success, we remain

Yours truly,  
THE REX ENGINEERING COMPANY

CW:CO

President

REFERENCES: THE NORTHSIDE BANK & TRUST CO. AND COMMERCIAL AGENCIES

ALL AGREEMENTS ARE CONTINGENT UPON STRIKES, ACCIDENTS, DELAYS OF CARRIERS AND OTHER CAUSES BEYOND OUR CONTROL

June 14, 1937.

The Rex Engineering Company,  
3204-3210 Beekman Street,  
Cincinnati, Ohio.

Gentlemen:-

Please refer to your letter of June 10th, addressed to Mr. Carl Graham Fisher, referring to your having noticed that there had been granted to Mr. Fisher a patent on an article which is right in your line of manufacture.

Mr. Fisher has requested the writer to write and ask you what particular patent it is that you refer to, as several patents have been granted to him for different articles.

In replying, please address your letter to Mr. Fisher, marked for the writer's attention, and oblige,

Yours very truly,

FRH:AVK

F. R. Humpage.

June 14, 1937.

Hartley's Reliable Patent Sales Agency, Inc.,  
Merchants National Bank Bldg.,  
Bangor, Maine.

Gentlemen:-

You have recently addressed some correspondence to Mr. Carl G. Fisher regarding his invention for which a patent has been granted.

You do not state in your circulars, etc., just what patent it is you refer to. Please give us full description of the patent in which you indicate an interest, as evidenced by your correspondence addressed to Mr. Fisher; and in replying, please mark your letter for the attention of the writer.

Yours very truly,

FRR:AVM

F. R. Humpage.

*Ans  
6/14/37*

# SPECIAL INSTALLMENT OFFER

To assist inventors who do not feel financially able to pay the full cost of our plans at one time, we are making the following offer:

For a period of 60 days we will allow partial payments on any of our plans as follows:

**Plan No. 1 - Regular Price \$20.00**

**Partial Payment Plan**

**\$10.00 down                      Balance \$5.00 per week**

**Plan No. 2 - Regular Price \$50.00**

**Partial Payment Plan**

**\$20.00 down                      Balance \$5.00 per week**

**Plan No. 3 - Regular Price \$35.00**

**Partial Payment Plan**

**\$15.00 down                      Balance \$5.00 per week**

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If your invention is not patented add \$5.00 to first payment of plan selected, as stated below plans on page 6 of enclosed letter.

June 18, 1937.

Mr. Arthur J. Haar,  
1285-68 Broadway,  
New York, N. Y.

Dear Sir:-

Your letter of June 10th, addressed to Mr. Carl Graham Fisher, Re: Patent #2,083,258, has been referred by Mr. Fisher to the writer for attention.

In your letter you ask if Mr. Fisher will sell this patent, and state that the reason for your writing is that you believe some of your prospects may think his device is just what they want.

This is a little ambiguous - isn't it? Do you not think it would be better for you to take the matter up with your prospects and determine whether or not they are interested, before suggesting to Mr. Fisher that he refrain from selling his patent or signing any contracts until he hears from you.

If you have any proposition to make, or you have any prospects you think would be interested, would suggest that you take the matter up first with your prospects and determine if they are interested, and if so, what value the patent might be to them, and then advise Mr. Fisher of your further interest, if any.

Yours very truly,

FRH:AVM

F. R. Humpage.

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## HARTLEY'S RELIABLE PATENT SALES AGENCY, INC.

MERCHANTS NATIONAL BANK BUILDING

BANGOR, MAINE

FRED D. OLIVER, TREASURER

BENJAMIN T. SHAW, PRESIDENT

Member of Bangor Chamber of Commerce

INVENTIONS SOLD—A REAL SERVICE FOR INVENTORS. DRAWINGS PREPARED AND BLUE PRINTS MADE

WHEN ANSWERING THIS LETTER PLEASE GIVE NO. OF YOUR PATENT

Dear Sir:

We wrote you a few weeks ago in regard to selling your invention, but have not received any reply. Perhaps you have sold your invention. If not don't you think it policy to have it presented to some of the following people. A moneyed man in Chicago, Ill., wrote us the following letter a while ago: "I would like to buy for cash, outright, or on a royalty basis, a good patent, idea or new process or product to manufacture and which can be sold through house to house agents or to stores through salesmen. I will invest up to \$50,000 cash if suited. Please submit any propositions which you think advisable." Signed\_\_\_\_\_

Here is an abstract from a letter which we received from a moneyed man in Dexter, Mich. "I am organizing a million dollar concern and I would like to get control of several good inventions." Signed\_\_\_\_\_

Now we interested this moneyed man in three different inventors' inventions and he is still looking for several good inventions to buy. These two letters are only a few of the hundreds of letters we have received. It costs us approximately a hundred dollars for every moneyed man that we get in touch with that is looking for a chance to buy good inventions. You probably know how hard it is to go out in your own home town and dig up just one moneyed man who is looking for a chance to buy good inventions.

Mr. Hartley thought of his first invention on an Automatic Fire Alarm, one morning at seven o'clock and at noon he had it all done. He sold it here in Bangor, BEFORE IT WAS PATENTED, to several moneyed men for several thousand dollars in cash, a 5% royalty and eleven hundred shares of stock in the company formed to manufacture the same. Mr. Eugene Collett, vice president of the Merrill Trust Bank of this city and Mr. Giles, acted as trustees and paid over the cash. Since then he has sold the stock and royalties and foreign patents for several thousand dollars more. Mr. Hartley says that if he was an inventor and had a good salable invention, he would be willing to pay \$500.00 cash for what we do under plan No. 2, instead of \$50.00

Here is a testimony we received a while ago from a patent salesman in the state of Georgia who took out our plan No. 2, in preference to his own method of handling inventions. "INVENTORS, MANUFACTURERS AND WHOM IT MAY CONCERN: It is a pleasure and I feel it my duty to recommend Mr. Frank P. Hartley as an honest and efficient patent salesman who will do as he agrees and if you want results give him your business. He recently sold an invention for me within a very short time after I had placed it with him, and if your invention can be sold he will sell it for you. Mr. Hartley did not ask me to write this. I am doing it in the hope that I may save you from buying some very expensive experience as I did before I knew Mr. Hartley." Signed\_\_\_\_\_

Hoping to have the pleasure of hearing from you soon, and assuring you of our personal attention, we remain,

Yours very truly,

*Benj. T. Shaw*  
President

H/B

STENOGRAPHIC AND CLERICAL ERRORS SUBJECT TO CORRECTION



## References as to Hartley's Reliable Patent Sales Agency, Inc.

THIS IS TO CERTIFY that we, the undersigned, have seen the ORIGINAL SIGNATURES, signed by the ORIGINAL INVENTORS, on the testimonials used in its literature, also on a large number of other testimonials which it has on file in its office, and know beyond a doubt that it is honest in its dealings.

RALPH L. WAYMOUTH, CITY TREASURER, BANGOR, MAINE.

STEPHEN E. CONNERS, 179 EXCHANGE ST., BANGOR, MAINE.

HORACE S. STEWART, VICE PRESIDENT MERCHANTS NATIONAL BANK, BANGOR, ME.

Four witnesses as above are as good as a million. A word to the wise is sufficient, but volumes would not convince the unwise.

The above persons' reputations are of the best in the State. In writing for information, please be brief and enclose a self addressed stamped envelope, as these men are very busy. This will insure a prompt reply.

### PERSONAL GUARANTEE

Hartley's Reliable Patent Sales Agency, Inc., does hereby guarantee to do just as it agrees with every inventor that it does business with.

As we got in touch with thousands of INVENTORS last year, the inventors whose testimonials we have used were swamped with letters and have requested us not to use their addresses with their testimonials, as they could not bother answering so many long letters, so we have shown these testimonials to the above City and Bank Officials, in proof of the enclosed testimonials, and we wish you would not bother them with a long drawn out letter, unless you really mean business, so we will not have to discontinue using their names.

I am acquainted with Frank P. Hartley, of Bangor, Maine, and his facilities of handling inventions and patents. I had a patent on a Curtain Holding Device that was NINE YEARS OLD, and had given up trying to sell it years ago, but a few weeks ago I decided to let Mr. Hartley try to sell it and it was only a short time before I received a letter to come to his office and receive my check as he sold it to a promotor from another State. His service was worth ten times the price he charged me and if I have another invention to sell, Mr. Hartley will be the man I will employ.—Signed, RODNEY LYNK, Maine.

This is to certify that Frank P. Hartley has placed my invention for a much larger amount than I expected and I gladly recommend his services to anyone having an invention to dispose of, and wish good services. I have had considerable experience with patent promotors, but Mr. Hartley is the most sincere and earnest worker I have ever seen. It is gratifying to know that there is at least one dependable patent agent in the United States, and one that earns his money and gives the inventor a SQUARE DEAL.—Signed, NEIL A. ROBERTSON, Maine.

Within three weeks from the time I placed my invention on a Mail Box, in Frank P. Hartley's hands to sell, he interested the Metal Products Company in regard to buying it outright, for cash at a reasonable figure. His services were worth a dozen times the fee I paid him and if I had a hundred more inventions I would place them all in his hands to dispose of.—Signed, WILLIAM M. COLLINS, W. Virginia.

Within sixty days from the date I placed my invention on a Lace Making implement in Mr. Hartley's hands to dispose of he interested a concern in Chicago in regard to buying my invention for a cash price and a royalty.—Signed, MRS. EDLA M. GOURLEY, Illinois.

Within thirty days from the time I placed my invention on the Dispensing Device in Mr. Frank P. Hartley's hands to sell, he helped me place my invention on a cash and royalty basis with a moneyed man in Chicago, Ill. Signed—GEORGE G. GRANGER.

Within one month from the time I placed my invention on a Game Counter in Mr. Hartley's hands to dispose of he interested a large concern in Evanston, Ill., in manufacturing it on a royalty basis. I am very much satisfied with Mr. Hartley's way of handling inventions and his service is well worth the price of his plans.—Signed, ROBERT H. MARTIN, New Hampshire.

TO WHOM IT MAY CONCERN: This is to certify that Frank P. Hartley, has interested four large concerns in my two inventions, which I placed in his hands, taking out Plan No. 3 on each invention and for which I am very much satisfied with the manner in which he is handling same.—Signed, A. W. HERRICK, Michigan.

TO WHOM IT MAY CONCERN: This is to certify that Frank P. Hartley, interested a large concern in Boston, Mass., in my invention, which is patent pending, on FURNITURE PADS, within ten days after I placed same in his hands. I am very much satisfied with the efforts he is showing with regards to handling my invention, and recommend his service highly to inventors.—Signed, VICTOR E. SEVERY, Maine.

This is to certify that Frank P. Hartley has just interested two large concerns in my invention on a Seesaw within three weeks after I took out his plan No. 2.—Signed, A. A. LOVEJOY, Indiana.

I believe that Frank P. Hartley, has one of the fairest methods for selling inventions of any I have ever seen, and I believe that if a patented or unpatented invention is saleable he will sell it. I do not blame him for not wanting to sell an invention on a commission basis, because too many patents are infringing prior patents and are worthless. I took out Mr. Hartley's Plan No. 2, and within two weeks he got a large concern that was equipped to manufacture my invention interested in the same, but at about the same time we found that my patent was an infringement on a prior patent and worthless. It was NOT Mr. Hartley's fault for not closing the deal and selling the invention, but the fault of the invention infringing a prior patent, the same as thousands of subsequent patents that issue infringe prior patents.—Signed, ANDREW RAYBUCK.

TO WHOM IT MAY CONCERN: Mr. Frank P. Hartley of Bangor, Maine, interested a firm in the manufacturing of my invention on a Chloropractor Table within 30 days from the time I placed it with him for sale. I believe Mr. Hartley will give the inventor a square deal. I am convinced he is a live wire and knows the patent selling game.—Signed, HANCIL CORDREY, California.

TO WHOM IT MAY CONCERN: This is to certify that I placed my invention on a KEY CASE in Frank P. Hartley's hands under his Plan No. 2, and he interested ten concerns in purchasing the same. I am very much pleased with the interest Mr. Hartley has taken in my behalf, and recommend his service highly to any inventor.—Signed, G. M. WHITE, New Hampshire.

This is to certify that Frank P. Hartley has just interested a manufacturing concern in regard to manufacturing my invention on a Soldering Implement, on a ROYALTY BASIS. I will say that he does just as he agrees to do in his plans.—Signed, RAYMOND J. GRETZ, Pennsylvania.

Reference: This is to certify that Mr. Hartley, of Bangor, Maine, has interested two different concerns in buying my invention on a Globe and Check Valve, and I take pleasure in recommending him to other inventors. I have recommended him to my friend inventors as a man who is honest and will do exactly what he says.—Signed, N. H. LOPOSEN, Louisiana.

THIS IS TO CERTIFY THAT Hartley's Reliable Patent Agency, has interested five large concerns in my invention on a Coat Fastener, and will certainly recommend his service to any inventor, who wishes to get his invention on the market.—Signed, WM. M. HALLONER, Missouri.

Mr. Hartley has interested in the past week, THREE DIFFERENT CONCERNS IN BUYING MY INVENTION on a Hand Rest and Guide for automobile steering wheels, and I take pleasure in recommending him to other inventors.—Signed, RUFUS D. WADSWORTH, Maine.

TO WHOM IT MAY CONCERN: Mr. Frank P. Hartley of Bangor, Maine, interested four concerns in my invention on a Combination Box within a few weeks after I placed it in his hands to sell. This gave me a better chance to get a higher price for my invention.—Signed T. P. BIRD, Maryland.

Within fourteen days from the time I placed my invention on a Vending Machine in Frank P. Hartley's hands to dispose of he interested the Silent Sales Vending Co., in regard to buying it outright, under Plan. No. 2—Signed, W. D. AMBROSE, Texas.

I am well acquainted with Frank P. Hartley, of Bangor, Maine, and his facilities for handling inventions. I had an invention of merit and needed to get in touch with capital. Mr. Hartley did the trick within a week.—Signed, C. M. BRAGDON, Maine.

This is to certify that Frank P. Hartley has interested two large concerns, one located in Napoleon, Ohio, and the other in Alma, Wisc., in my invention on a Safety Milk Bottle Retainer, and Mr. Hartley is certainly doing justice to my invention, under his method of doing business.—Signed, LEE E. ABBE, Oregon.

WITHIN THREE WEEKS FROM THE TIME I placed my invention on an Animal Poke in F. P. Hartley's hands to dispose of he interested a large concern in Minneapolis, Minn., in the same.—Signed, JOHN BOLF, Texas.

I am one of the many men that I know of that Mr. Hartley has sold patents to, and I will say that I have found him to be reliable and honest with both inventor and buyer.—Signed, D. LLOYD JONES, Maine.

TO WHOM IT MAY CONCERN: This is to certify that within two weeks from the time I placed my invention on a Car Seal in Frank P. Hartley's hands to sell, he interested two concerns that manufacture Car Seals in the same, under Plan No. 2. I will say Mr. Hartley is right on the job, and does more than he agrees with the inventor. I am pleased to know there is one patent salesman in the United States that does as he agrees.—Signed, E. C. YEOMAN, Illinois.

I have purchased two patents from Mr. Frank P. Hartley, besides having other relations with him. I can highly recommend him for his promptness and squareness in all his dealings with his clients, and in making their interests his own throughout the transaction.—Signed, HARRY R. HULLEY, Maine.

If a patent is saleable, Mr. Hartley, the Patent Man, can sell it. I know of men to whom he has sold patents in the past, and if I had an invention and wanted someone to handle it, Mr. Hartley would be the man, even if I had to pay him twice his regular fee. I know that he sold an invention for a large amount to some of my friends and myself, and under the circumstances I do not believe another man in the state could have done it.—Signed, CHAS. O. BOLDUC, Maine.

WITHIN TWO WEEKS FROM THE TIME I PLACED my invention on a Pie Dough Cutter and Mixer in Mr. Frank P. Hartley's hands to dispose of, under his Plan No. 2, he interested two large concerns in the same, and I am very much impressed with the way he is handling my invention.—Signed, MARY P. SODERBERG, Oregon.

There is one thing very certain, Mr. Hartley, and that is that you do not sleep at the switch, but get into the game immediately. I am only sorry I did not get in touch with you a year ago.—Signed F. G. DYER, Mississippi.

Within a short time after I placed my invention on an Arch Support in Mr. Hartley's hands to dispose of, he interested five large concerns in the same, located in the following cities: Chicago, Ill.; New York, N. Y.; Cincinnati, Ohio; and two in Boston, Mass. And I am certainly very much pleased with the manner in which Mr. Hartley has handled this matter for me.—Signed, ARCHIE H. FARNUM, Maine.

THIS IS TO CERTIFY THAT FRANK P. HARTLEY interested eight large concerns in my invention on the ROAD HOG SIGN, and I am very much satisfied with the manner in which he is handling my invention. Mr. Hartley interested five of these concerns within three days, which goes to show that he is right on the job, and means business.—Signed, A. C. ERWIN, Arkansas.

The above testimonials show that our clients have been satisfied with our method of doing business. Our literature has been O. K'd by State Attorneys.

IT WOULD TAKE A DOZEN PAGES TO HOLD ALL THE TESTIMONIALS WE HAVE RECEIVED. SPACE PREVENTS US FROM SHOWING YOU COPIES OF HUNDREDS OF LETTERS FROM HIGH RATED MANUFACTURING CONCERNS THAT HAVE WRITTEN US IN REGARD TO PURCHASING INVENTIONS IN DIFFERENT LINES OR MANUFACTURING THEM ON A ROYALTY BASIS.

Not responsible for MODELS left in our office after 15 months or in case of fire.

## Eleven Reasons Why You Should Take Out One of Our Plans

No. 1—**Because** you save the thousands of dollars, and years of time we have spent getting in touch with hundreds of moneyed men and manufacturers who are looking for inventions of merit, to buy out-right, or manufacture on a royalty basis.

No. 2—**Because** we have hundreds of letters here in our office from manufacturers who wish us to send them good inventions in their line.

No. 3—**Because** we have the experience and facilities necessary to enable us to present your invention for sale.

No. 4—**Because** the testimonials by inventors who we have done business with, and the references from both Bank and City Officials, speak for themselves.

No. 5—**Because** we have actually sold patented and unpatented inventions and have had thousands of dollars in cash paid over for same.

No. 6—**Because** it only takes us a few hours to get in touch with manufacturers of every line of invention.

No. 7—**Because** Bank and City Officials, and Lawyers with their clients, have called at our office and model room and convinced themselves that we do just as we agree to do with every inventor that we do business with. They have seen the hundreds of letters we have received from manufacturers who are looking for good inventions. Thousands of letters to manufacturers we have written to for inventors. A large number of letters from concerns we have interested in inventors' inventions. Dozens of testimonials from inventors. Hundreds of stubs of coupons we have sent to the Patent Office for copies of inventors' patent papers, etc.

No. 8—**Because** we have Government books showing the drawings and specifications of hundreds of thousands of patented inventions.

No. 9—**Because** we believe in earning every dollar that we receive.

No. 10—**Because** we send the inventor all answers we receive from the manufacturers we write to in regard to his invention and let him make his own terms with the manufacturer.

No. 11—**Because** we do not tie the inventor up with a contract or charge him any commission, or call on for any extra fees whatever. The inventor has a right to sell his invention himself any time without interfering with us. There is no red tape or time wasted in writing back and forth and drawing up special contracts.

There are several reasons why we cannot sell every invention that is sent to us. 1—The inventors want too much for their inventions. 2—Their inventions are infringements on prior patents. 3—They cannot be manufactured to sell at a profit. 4—There are other inventions in the same line that are already on the market that are not so complicated and are superior.

We advertise in leading papers and magazines each month. We are receiving daily letters from manufacturing concerns in regard to inventions. We have interested as high as seven manufacturers and moneyed men in one day in inventors' inventions. We are sparing no expense to make this company one of the best in the United States for the benefit of inventors. We have no high rents to pay. We employ the most competent help obtainable.

You would realize how hard it is for an inventor to sell his invention himself, if you knew that approximately only one inventor out of a thousand sells his invention himself.

We interest manufacturers and money men in approximately seventy-five per cent of the good inventions that we handle, and if we do not sell their inventions, it is not our fault, but the inventor's, for wanting too high a price for his invention.

We have had an inventor set his price at \$3,000,000, on his invention when it was not worth thirty hundred dollars. We interested a concern in an inventor's invention and then the inventor set a price of half a million dollars on it. The concern would have paid twenty thousand. The inventor still has his invention. One inventor wanted two thousand for his invention and when we got a moneyed man over to our office to buy it, the inventor jumped his price up to fourteen thousand, and he still has his invention.

We do business with a concern that has a syndicate of 4200 papers and magazines to advertise in. If we want an ad to appear in all 4200, we have only to write one letter, one ad, and use one stamped envelope. Can you imagine the immense saving this is from writing 4200 letters, using 4200 stamped envelopes, writing 4200 ads, looking up the names and addresses of 4200 concerns that publish papers and magazines? It means the saving of hundreds of dollars in time and money.

Can you imagine what 4200 paper concerns would charge you for setting up the type and running your ad in 4200 papers and magazines? The concern that we do business with, sets up the type once, and prints millions of copies of ads on one side of a double sheet and sends thousands of these sheets to the different paper concerns, who print up their local items on the other side of the paper, then slip this double sheet in between their regular sheets.

Thus you will see, that instead of the type being set up 4200 times, it is only set up once.

It would not pay you to put in three years learning the plumbing trade and buying hundreds of dollars worth of tools, just to do one fifty dollar job. Neither will it pay you to spend hundreds of dollars and years of time trying to sell your invention yourself when you can have the benefit of our years of time and thousands of dollars we spent building this business up to sell inventions.

## Read Every Word of Our Literature and Save Money and Keep Out of Trouble

WE HAVE HELPED more inventors than any other concern in this state. Why drudge all your life for a mere pittance when one good idea handled right may be worth millions.

Don't let your invention DIE WITHOUT A STRUGGLE, after you have breathed the first air into its little lungs, and have it all dressed up. A poisoned dog will die if you let it lie down. But if you keep leading it around it may be worth a million dead dogs, and if you took it to the right people, you might be able to sell it for a good price. We have a list of over 300,000 manufacturers and buyers of every line of invention, and we have hundreds of letters from concerns that wish to buy or manufacture on a royalty basis, inventions of merit.

If the right people looking for inventions are not among the above, then it is hard to find them. It makes no difference what line of invention your invention is in, we have the names of many concerns that manufacture that certain line unless it is something out of the ordinary.

BEING A REGULAR SUBSCRIBER TO WEEKLY AND YEARLY BOOKS PRINTED BY THE GOVERNMENT, WE HAVE SECURED THE NAMES OF THOUSANDS OF CONCERNS THAT HAVE ACTUALLY BOUGHT INVENTIONS IN NEARLY EVERY LINE.

LET A CONCERN HANDLE YOUR INVENTION that has been thru the mill, one that has had several patents allowed in the United States, Canada, England and France on inventions of their own, and who has disposed of same at a high price.

Do you realize what an ADVANTAGE OUR CONSTANT ADVERTISING to find buyers for inventions means to you when you place your patent or invention in our hands to sell? We advertise in leading papers and magazines every month, that are read by thousands of manufacturers throughout the United States and Canada.

Many manufacturers will not do business direct with inventors. They realize that most inventors are poor business men and have no definite idea of what their inventions are worth. Too much valuable time would be necessary to do business with those men. That is why it is so hard for inventors to get a hearing. That is just why we can help you. In fact we have interested concerns in the very same invention that the inventor had failed to get them to look at.

**No Contract to Sign**

**No Commission to Pay**

No contract to sign; no commission to pay.  
No \$50 and up to send us for Prospectus, or Commercial Appraisal and Valuation Report.

#### PLAN NO. 1

\$20.00 is our entire fee. We will send to the Patent Office and pay for a dozen copies of your patent papers. We will write a dozen or more manufacturers in that line, or concerns that we think would be interested, enclosing a copy of your patent papers and describe all the advantages of your invention. Our letters will not be circular ones. Each will be a personal letter, for a definite purpose, that will command attention.

We will also demonstrate your invention to moneyed men and promoters who are interested in inventions, who come here to our office, and we will advertise your patent or invention for sale in the Bangor Daily News, and send you a copy of the paper. You need not set a price on your invention until we get someone interested, then you make your terms cash or royalty, or both. If we do not sell your patent or invention in three months, you will have a right to leave your model or drawings in our Model Room without further charge, another 12 months, and we will demonstrate it to every one that comes in looking for inventions of merit.

#### PLAN NO 2

Is the same as Plan No. 1, except instead of one paper we will list your patent or invention for sale in over one hundred newspapers that will be read by thousands of manufacturers throughout the United States and Canada, also will write forty-five letters. If you should advertise inventions for sale in these papers separately it would cost you hundreds of dollars, but our entire fee for both PLAN NO. 1 and PLAN NO. 2 COMBINED is only \$50.00. If you are able, it will pay you to use this COMBINATION PLAN, for if you do not sell your invention thru this plan, you may be sure it is no use to spend more money trying to sell it. Under this plan, in case of a sale, we draw up all necessary papers free of charge, which alone is worth \$50.00 to any inventor, unless he is a lawyer.

#### PLAN NO. 3

Is the same as Plan No. 2 except we only list your patent or invention for sale in fifty papers instead of one hundred, and only write twenty-five personal letters instead of forty-five.

**DO NOT ASK US TO SELL YOUR INVENTION ON COMMISSION.** We ask only a small sum to put your idea before the market. If you do not think enough of your invention to spend a few dollars for one of the above plans you had better lock it up for a dead issue, as 90% of inventors do. Then you may always think what you might have made if you had only written us and started things going.

If we had a million dollars we could not buy all the buildings in this city, nor handle all the inventions on commission. It is easier for 500 inventors to pay \$20 apiece towards selling their inventions, than it is for one concern to spend \$10,000 alone.

Name of Invention..... Inventor's Name .....

My Patent Number is..... Issued on..... 19

Plan No. 1 Enclosed find \$20 your entire fee.

Plan No. 2 Enclosed find \$50 your entire fee.

Plan No. 3 Enclosed find \$35 your entire fee.

Make a cross X in the square  
for Plan you decide to use.

**If your invention is not patented, send \$5 extra, also a drawing or small photo of same.**

**MOST CONCERNS WILL MAKE YOU SEND ADDITIONAL FEES,** amounting to more than our prices on the plans above, for Prospectuses, Valuation Reports and Commercial Appraisals, which they will tell you are absolutely necessary before they can close the sale. Don't be fooled by unscrupulous people whose real object is to get all the money they can from you. Generally speaking, these Prospectuses, etc., are worthless to people who buy inventions. Manufacturers who contemplate the purchase of a patent will have their own engineers make any investigation and reports they deem proper and will not charge the inventor for such service.

**CONCERNS THAT AGREE TO SELL PATENTS ON A COMMISSION BASIS,** but later on come back with the inferential statement that a sale is about to be made, but before the deal may be closed the prospective purchaser must be supplied with a Prospectus, Valuation Report, Validity Report, Commercial Appraisal, or some other such proposition, which to the majority of inventors seems reasonable, for which the inventor must advance a certain sum of money, ranging around \$25 to \$100, inventors that do business with such concerns, under the hopes of having their inventions sold thru them on a COMMISSION BASIS, in most cases are throwing their money away.

Generally these concerns after having the inventor's patent papers laid away for a month, sends the inventor a SPECIAL DELIVERY LETTER stating that they have found that the invention is worth twice as much as they first thought, and that a concern has deposited the money to buy it, and in order to close the deal the inventor must send from \$25 to \$100 for Prospectus, etc.

**MR. INVENTOR:** don't you believe if a manufacturer had deposited the money in the bank and the patent salesman saw that they meant business, that he (the patent salesman) would make up these Prospectuses at once, and deduct the price of them from the money when paid over for the invention? **ABSOLUTELY.** These concerns are not selling inventions on a commission basis, or any other basis. They are selling worthless Prospectuses, etc. **BEWARE** of these kind of people that you do not send them money and in a few months find out that they have left their place of business and left no future address. To be sure they will be operating in another place the next week, but it will be under another name.

We have been in this state over **FORTY YEARS,** and can furnish references from both City and Bank Officials in regard to inventions we have sold and to our honesty.

Remember, we are not patent attorneys or solicitors of patents. Look us up in the Maine Register.

7-23-37

Patent #2086665

Advertising Models

Patent #2083258

Signs

Patent #1769500

Life Boat Improvements

Patent #1978301

Rubber Articles

# THE REX ENGINEERING CO.



PHONE  
KIRBY 1333

MEMBERS OF  
AMERICAN SOCIETY MECHANICAL ENGINEERS  
CINCINNATI CHAMBER OF COMMERCE

3204 BEEKMAN ST.  
CINCINNATI

June 23, 1937

MANUFACTURERS

OF

DIES

PATTERNS

SCREW MACHINE PRODUCTS

AND STAMPINGS

BUILDERS OF

SPECIAL LIGHT MACHINERY

MODELS AND TOOLS

PATENTED ARTICLES

HARDWARE SPECIALTIES

HEADLIGHT DEVICES

FARM IMPLEMENTS

TRAPS

WRENCHES

DIRECTION SIGNALS

INSTRUMENTS

ENGINEERING

BLUE PRINTS

WE FURNISH

ALUMINUM, BRASS

MALLEABLE IRON

CAST IRON &

STEEL CASTINGS

AND

DROP FORGINGS CW/mlm

Carl G. Fisher Corporation,  
Miami Beach, Florida

Dear Sir:

Attention: F. R. Humpage

Re: Patent #2,083,258, Sign

We have your letter of June 14.

We wish to state that we are manufacturers to order only, and are constantly looking for devices that we feel are creditable and that fall in our line of manufacture. We do work for large corporations as well as individuals and would be glad to quote on any item that you have that would fall in the stamped sheet metal line.

Thanking you for your letter, we are

Yours very truly,

THE REX ENGINEERING COMPANY

PRES.

# CHARTERED INSTITUTE

# OF AMERICAN INVENTORS

BARRISTER BUILDING

635 F STREET, N.W.

*Complete Service for Inventors*

*Cable Address - "Charlames"*

WASHINGTON, D. C.

TRUSTEES  
CHARLES BEARD  
J. H. GRIMES  
A. P. LAUFER

OWNED  
BY INVENTORS  
ESTABLISHED  
1924

July 14, 1937

Mr. Carl G. Fisher  
Miami Beach, Fla.

Dear Mr. Fisher:

Your patent #2,086,665 on an Advertising Model has been examined. If you wish to realize the invention's full value with the least possible delay, it should be submitted to the whole of its logical market at the outset and all possible competition created. The enclosed booklet gives particulars. Meanwhile, to leave yourself free to choose among competitive offers, we suggest that you not accept any early proposals or contracts you may receive.

The Chartered Institute was formed by inventors themselves that they might have a reliable organization with the most efficient facilities possible for handling new ideas. The sales plans followed are based on over twelve years of successful experience in selling inventions -- proof of which will be supplied you upon request.

A cordial invitation is extended you to apply for membership. You are assured of our genuine and utmost aid in selling your invention to the best advantage.

Very truly yours,

CHARTERED INSTITUTE OF  
AMERICAN INVENTORS

By   
Secretary

CB:PD

P. S. The very general business revival throughout the country makes this a specially opportune time to approach manufacturers.

"World's Largest Association of Inventors"



# On Selling Your Invention

## **SOME CAUTIONS**

The urgent need of inventors for an effective economical plan for selling their new ideas has led many promoters and agents to bring forward various plausible, so-called sales procedures. For each inventor to test these out for himself would cost hundreds of dollars and months of time. Obviously, then, the logical course is for inventors to organize, pool their experiences and hand on the accumulated information to new inventors. For some years members of the Chartered Institute of American Inventors have taken a leading part in such investigations and tests. The procedures described below are typical.

An agent writes the inventor and asks if his patent is for sale. It probably is, and the agent promptly offers to undertake its marketing on a straight commission of from 3% to 5%. He submits a contract in which the invention is valued at, say, \$75,000, whereas the inventor might be glad to get one-tenth that amount. Not a penny does the agent ask in advance—at the outset. Safeguards are conspicuously thrown around the inventor—this to divert attention from the fact that the contract does not bind the agent to spend a dollar of real money on the sales effort. After the agreement is signed, comes the "touch"—a letter explaining that sales efforts are starting very promisingly, with prominent manufacturers interested, etc., but that an "engineer's report," "patent abstract," "industrial survey," or some such fancifully named document, is urgently needed to clinch the sale. The inventor has, of course, no such document on hand and, in his inexperienced eagerness to get the "big money," will frequently pay the promoter \$25 (sometimes reduced to \$10) for the document. Once the agent gets the cash, he makes

(Continued Overleaf)

(Continued from Overleaf)

one or two brief reports as a "gesture," such as "the manufacturer is no longer interested;" then forgets the transaction as speedily as the victimized inventor will allow him.

When the inventor finds that the agent is "through," he may himself try out the document on a manufacturer. Then it is that its utter worthlessness becomes evident. **The modern executive does not need, and will not trust, an obviously superficial compilation by unknown persons. He will get all the information he requires from sources he knows and trusts, such as his own engineers, sales manager, patent counsel, etc.**

Promoters of patent expositions, congresses of inventors, model and drawing exhibits, etc., have a different technique but the same money objective. Presumably it is to divert attention from their profitable personal enterprise of sub-letting display space at high rates that some of the promoters pose as the national and official representatives of inventors generally, although actual adherents are but a scant 1%. Exhibitors can only be disappointed, for hardly any plan could be more futile for selling inventions. Scarcely one executive in a position to purchase patents would ordinarily be found among the type of entertainment seekers who attend such shows. We have yet to learn of a single bona fide sale of patent rights made to a manufacturer at such gatherings. A business executive must be approached at his main office, where he may consult with his technical advisers.

Lack of space prevents our describing other futile and objectionable procedures, but full particulars will be found in the folder, "Sales and Advertising Schemes," one of the 17 service items you will receive immediately you become a member of the Institute.

**Chartered Institute of American Inventors**

**Barrister Building -:- Washington, D. C.**

☆☆ 17 ☆☆

**SERVICES**

*for*

**INVENTORS**

*And a*  
**MEMBERSHIP  
INVITATION**  
*from —*

## ● *The World's Largest*

**T**HE Chartered Institute of American Inventors extends you a cordial invitation to apply for membership in this educational and cooperative association of inventors. Membership brings you:

- *Seventeen (17) outstanding services as outlined on pages 4 and 5.*
- *The fullest safeguards to new ideas that competent legal talent can devise.*
- *Counsel on your sales problems based on over twelve (12) years' experience in successful invention selling.*
- *Painstaking cooperation by a non-profit organization capably staffed and situated at the Nation's Capital for efficient aid.*

### **Objectives :**

The association was formed by inventors in 1924 that they might have an organization they could control and rely upon for dependable, competent service—including efficient aid in (1) successfully marketing their patents and pending applications; (2) legally safeguarding and selling their new ideas without the preliminary expense of patenting. *The rapid growth and sustained membership of the Chartered Institute is due chiefly to the fact that its sales plan does actually market inventions—a fact that we can prove absolutely.*

### **Organization :**

The Chartered Institute of American Inventors has no capital stock, no stockholders to exact profits. Service to members is rendered at cost. The original organization was incorporated under District of Columbia laws February 13, 1924, as an educational and non-profit-making association of inventors. Business began with one employee and a single room. Today the Institute occupies the entire eighth and mezzanine floors of the same building, has a numerous and highly trained staff qualified by education and experience to render thoroughly efficient aid to inventors—particularly in successfully realizing upon new and meritorious ideas. Membership has correspondingly grown and now extends to sixteen countries.

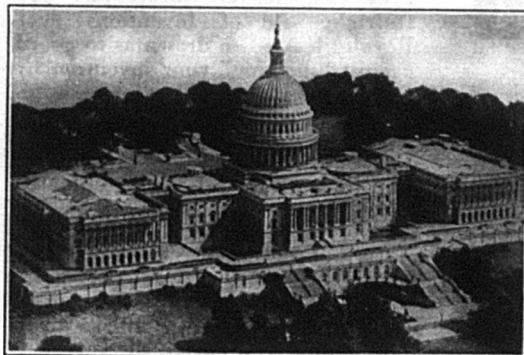
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**CHARTERED INSTITUTE OF**

## **Association of Inventors**

### **Management :**

Each member of the Chartered Institute has one vote in the annual meetings at which the trustees are elected. The trustees appoint a secretary, who may or may not be one of their number, and who has direct charge of business activities. The Institute's present secretary, originally an inventor and patentee, was one of the organizers and charter members. His entire time is now devoted to giving information, based upon personal experience, concerning patent and sales questions and, particularly, to aiding other inventors in realizing on their devices. Such aid and experience, plus the experience of thousands of other inventors, will be freely yours as a member of the Institute.



*View of Capitol Building Looking from Offices of the Chartered Institute*

### **Membership Requirements and Privileges :**

Applicants for membership may be citizens of any country, but must be reputable inventors, or bona fide owners or part owners of inventions. Applications are promptly acknowledged. Members have the option of renewing for successive years; also the privilege of withdrawing at any time from membership simply by mailing us written notice to that effect. However, when members discover the kind and amount of sales and advisory assistance we render them, they remain in the association.

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**AMERICAN INVENTORS**

## ITEMS sent upon acceptance

### Successful Sales Service for the Inventor:

- 1** List "A" of ONE THOUSAND principal patent buyers of the United States, kept thoroughly revised and up to date.
- 2** List "B" of fifty (50) manufacturers and patent buyers compiled individually for your particular device.
- 3** Copies of four tested letters for use in approaching prospective buyers of (1) patents; (2) pending applications, and (3) inventions not yet filed upon.
- 4** Protective contract forms for: (1) Outright sale of Inventions; (2) Royalty leases—so drawn as to guard against "shelving" your invention by providing guaranteed yearly minimum with royalty payable quarterly.
- 5** Conservative valuation of your invention for outright sale; also estimated earnings on royalty basis.
- 6** Form: "Proof of Invention" devised to afford the fullest legal protection to inventors while approaching manufacturers with unpatented ideas. Forms filed in fireproof files, free.
- 7** Folder: "Institute Sales Plan" giving complete details of the most effective means for realizing on patents and pending applications.
- 8** Exhibit: "Chartered Sales Plan" explaining how inventions not yet filed upon in the Patent Office may be legally safeguarded and then submitted effectively to prospective purchasers.
- 9** Three facsimiles showing how new ideas may best be placed before prospects—form A, for patents and pending applications; form B, for unpatented inventions.

## of Membership Application

### Successful Sales Service for the Inventor:

- 10** Brief: "Legal Steps in the Transfer of Unpatented Inventions" which details an up-to-date contract procedure designed to insure that the inventor will realize safely from manufacturers the agreed outright-sale price or stipulated royalty.
- 11** Exposition: "Sales and Advertising Schemes," in which the "catch" is pointed out in various patent selling proposals. Some fifteen frauds, which have cost many patentees dearly, are detailed and exposed to forewarn and forearm the inexperienced inventor.
- 12** Guide: "Pertinent Information for Inventors," answering many questions of vital interest to inventors.
- 13** Folder: "Five Hundred Wanted Inventions"—types of inventions now in demand by manufacturers.
- 14** Treatise: "Stronger Patents at Reasonable Cost," gives information to inventors wanting to obtain, at moderate expense, the strongest possible patent protection on their new ideas.
- 15** Folder: "Copyright Protection for Inventions," explaining how this very inexpensive Federal registration may be made to safeguard descriptions and drawings of new ideas.
- 16** Experienced advice on the more important problems and questions as they arise in your work as an inventor and marketer of new ideas. This is given you by letter, upon request, as you may require from time to time.
- 17** A Washington Office to represent you at the center of patent interests in the United States.

**CHARTERED INSTITUTE OF**

**AMERICAN INVENTORS**

## Important Service Items

### List A:

This is a copyrighted list detailing the names, addresses and business lines of over 1,000 principal invention buyers of the U. S. It is compiled from Patent Office records of assignments and other authentic sources of information and is thoroughly revised to date—a revision costing some hundreds of dollars. Many of these buyers have purchased a dozen or more inventions—some of them hundreds—for a number of years. List to non-members, \$2; to Institute members FREE.

### List B:

A list of 50 manufacturers and invention-buyers is individually compiled for each member's particular invention. Week after week we bring into our office records buyers of inventions reported in the "Official Gazette of the U. S. Patent Office." Special inquiries are continually received from manufacturers seeking certain types of inventions. Trade magazines give information of concerns interested in new lines of production. Thus the Institute is equipped to accurately compile a list of manufacturers most likely to be interested in the particular invention presented. "B" list ordinarily comprises only U. S. manufacturers, but, when requested at the time, a proportion of Canadian manufacturers will be included. Separate lists are required for different inventions, unless closely similar and appealing to the same class of prospects.

*With each year of paid membership every member receives one list of fifty manufacturers free.* Additional lists of 50 names, \$3 to members; \$4 to non-members.

Twenty-five foreign names, covering not more than three countries, cost members \$3; fifty names in not over six countries, \$5.

### Letter Forms:

The Chartered Institute supplies four styles of form letters which have been highly effective in marketing patents, pending applications and inventions not yet filed upon in the Patent Office. Free to members; to others, \$1.

## Described in Detail

### Valuation of Inventions:

Chartered Institute is in as favorable a position to appraise the worth of an invention as it is possible to be. However, unlike real estate, merchandise, or other tangible commodities, the worth of an idea is just what it can be sold for. All the Institute can helpfully do is to make an appraisal based on what somewhat similar devices have been sold for, or have earned under royalty contracts. Such an estimate will be helpful, but must never be taken as a guarantee of the invention's value. *Each member receives one free valuation for each year of paid membership.* This will be based on the same invention for which you ask List B, unless otherwise requested. Additional valuations, \$3; to non-members, \$4.

### Sales and Royalty Contracts:

A faultily drawn outright-sale contract, or a royalty agreement, may tie up your invention without your ever receiving a dollar therefrom. It is a "safety first" precaution to follow the Chartered Institute's forms as recently revised by competent legal counsel. Free to members; to non-members, \$2.50.

### Copyright Protection:

Registration of copyright affords the inventor speedy and definite protection against any unauthorized person imitating the drawings or description of his new idea, as by advertising, etc. Registration may ordinarily be obtained in a week or ten days and the inventor may then immediately proceed against any infringer. Penalties imposed under the Federal laws are severe.

Institute members obtain full details through our folder, "Copyright Protection for Inventors," Item 15. Cost of registration is \$4.50 to members; \$7.50 to non-members.

### Sales and Advertising Schemes:

As a member, you will benefit by the experiences of many inventors with a great variety of camouflaged schemes. Sales on "straight commission," used as the pleasing bait, leads the unwary inventor to something new in his experience. Model exhibits and "congresses" of inventors sound impressive, but what comes of them? Service Item 11 tells an interesting story and brings you much timely, money-saving information about the adroitly concealed "jokers."

**CHARTERED INSTITUTE OF**

**AMERICAN INVENTORS**

## *At Washington Headquarters for Inventors*



In addition to the general correspondence office pictured above, there are nine private offices largely devoted to the more confidential correspondence with inventors—giving advice on important problems and questions as they arise in their work—in other words, rendering the service outlined in item 16. On page 13 is shown one of these offices. Typical of questions answered upon request are the following:

*What kinds of inventions are now selling most readily? How may an invention upon which patent application has not been filed, be best protected while testing out its commercial*

*value by submitting to manufacturers? Under what circumstances will an error in an issued patent be corrected? What are the respective rights of employer and employee to an invention made by the latter? Is a model essential in marketing a patent? How may priority of invention be best established? What constitutes infringement?*

You, as an Institute member, will be entitled to advice without charge in regard to all matters of interest to you as an inventor, except where special research is required, such as searches of Patent Office records, etc. Questions such as those just cited are freely answered to members. Non-members will be charged \$1.00 for each inquiry.

**CHARTERED INSTITUTE OF**

**AMERICAN INVENTORS**

## **Safeguarding and Selling**

### **Experienced Searches and Expert Drafting:**

The Chartered Institute makes searches of Patent Office records to determine novelty and patentability of inventions. This work is carefully done by thoroughly qualified specialists—none with less than ten years' active experience. Search Fee is \$5 to members; \$7.50 to non-members.

The Institute's skilled draftsmen prepare drawings for members at \$5 per sheet; \$3.50 for half sheet, a considerable saving over prevailing prices.

### **Patents and Trade-Marks:**

The Institute does not apply for patents, or render any service in competition with registered patent attorneys in their particular field of *preparing and prosecuting patent applications*. Where an inventor is already receiving satisfactory service, he would do well to continue his connection. If, however, he is dissatisfied and wishes us to place him in touch with a reliable and competent attorney, whose fees will be reasonable, we will do so. The attorney selected would preferably be one specializing in the particular line of the new device to be protected.

### **Sales Procedure:**

The service items and "sales ammunition" just outlined, and supplied free to inventor-members, will enable them, with a little time and care to details, to carry through their own sales campaigns along sound, up-to-date lines. The Institute recognizes, however, that many inventors not only have little time to give to sales undertakings, but feel disinclined toward such effort. For this reason it has developed the "Institute Sales Plan" (item 7), by which inventors may handle their own patents and pending applications in the most efficient way, yet give as little as an hour per week to sales details. In the case of new ideas not yet filed upon, similar efficiency, with definite safety, is afforded under the "Chartered Sales Plan" (item 8). *Where the inventor prefers to give no time whatever to his sales campaign, we will arrange to look after correspondence and negotiations for him.* Particulars of these modern and effective marketing methods can only be furnished actual members of the Institute.

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**CHARTERED INSTITUTE OF**

## **Your New Ideas Successfully**

### **Old and New Marketing Methods:**

Years ago the average inventor waited for his patent to issue before trying to sell. Patent Office records later on showed more inventions transferred before patents issued than afterwards. Today informed inventors who wish to economize test out the commercial value of their new ideas before incurring the expense of patenting. The Chartered Institute has developed a plan based on Federal Court decisions, cited in Service Item (8), whereby the inventor may legally and effectively safeguard his new ideas while approaching prospective buyers. Service Items (6) and (8), page 4, give details of a combination plan which, as perfected by the Institute, *marks the most important advance ever made in marketing new ideas safely and efficiently in advance of applying for patents.* Summarizing the Chartered procedure very briefly, the priority rights to a new and promising idea are first protected; then the invention is "reduced to practice," either actually or constructively. This done, the invention is promptly submitted to manufacturers forming its logical market and most likely to be interested. Once a manufacturer is really interested, he will usually be willing to pay for thorough patent protection, deducting the cost from price paid inventor.

### **Success Through Logical Plan:**

Experience proves that the most efficient and result-getting sales plan is to place inventions, in attractive, easily understood form, before the manufacturers constituting their logical markets. How well this plan has succeeded is best indicated by letters constantly received from members stating that their inventions have been sold and affirming the helpfulness and value of our service. Manufacturers, too, write in praise of the Institute's method of submitting inventions to them. In our folder, "Successful Selling of Inventions," we photographically reproduce representative letters testifying to actual sales and royalty agreements made between manufacturers and inventors—copy free upon request. As an Institute member, you receive, free of charge, full information about this better sales method.

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**AMERICAN INVENTORS**



## What Members Write

"Your letters of May 4th and 5th, 1937, received, enclosing the agreement from the Strauss Toy Shops. I am satisfied with the terms of the agreement and glad that this sales undertaking has been so successful.

F. W. WEBER.

"I am taking the opportunity at this time to thank your organization and advise you that through your contact List "B" which was submitted by your organization . . . the Frontier Meter Works of Buffalo, N. Y., was licensed for the manufacture and selling of my Non-Repeating Device on a royalty basis."

EMIL SCHUESSLER.

"I am progressing very good on the Nipper-Pliers, thanks to your aid, and I have two good offers already. It has developed into a race between the two who gets the Pliers."

CHARLES A. BARNUM.

"Your plan for Selling Before Patenting is splendid. . . . You have shown us how to get started to making sales before patenting."

R. S. TRULOCK.

"Your letter inquires about the outcome of my negotiations with the Bendix Products Corporation. Please be advised that I have signed a 'license and option' agreement. . . . The Bendix Corporation is standing the expense of patent costs, domestic and foreign."

W. A. WIMMER.

"I cannot find words to express my gratitude that I have at last found, through the Institute, the way to perfection of handling my patents."

THEODORE LINDSETH.

"We wish to express our appreciation of the service items which were sent us as they have proved invaluable during the marketing of our invention."

MR. and MRS. DAVID DUNCAN GREGG.

Originals of above letters, as well as thousands of others, are open to inspection at our offices. Addresses are omitted to avoid subjecting these members to a burdensome number of inquiries. Photographic reproductions of other letters, both from inventors and manufacturers, are found in our folder "Successful Selling of Inventions"—copy free on request.

**CHARTERED INSTITUTE OF**

## About the "C. I. A. I."

### Membership Dues:

Total dues are \$5 for twelve months, beginning on date of acceptance of membership application. This amount is payable at the time of application. As the Institute is a non-profit-making association of inventors, no credit or commission terms can be arranged. *There are no initiation fees, no assessments, no liabilities, no obligations of any kind. When your invention is sold there is no commission or sales fee to be paid anyone. You receive the entire purchase price.*



Above is a view of one of the executive offices. The more difficult sales problems of inventors are dealt with in the privacy of these offices—especially questions pertaining to inventions not yet patented or otherwise legally safeguarded. Papers relating to inventions of this class are held confidentially in steel filing cases.

IMMEDIATELY upon acceptance of your membership application, the service items, outlined on pages 4 and 5, will be sent you. *You are not limited to advice and help on one invention, but may bring forward as many as you wish.* In addition, you have the benefit, without extra charge, of a special study and survey by the Institute's experts of your inventions with suggestions how to realize their utmost value. This service is rendered on your first invention within one week after you become a member.

**AMERICAN INVENTORS**

# Proven Responsibility

## Our Business Standing:

The fact that we are a reputable, responsible business corporation can readily be substantiated by inquiry of Dun and Bradstreet, Inc., a thoroughly reliable, nationally established information agency. You can get a report through your bank. As we are in a professional, rather than mercantile, line and do not require credit from manufacturers and wholesalers, we are, of course, not listed in the agency's printed volumes, but full information regarding us is on file. Also, if desired, we will refer inquirers to our Washington bank as to financial responsibility and business integrity.

In order that there may be no doubt as to our assuming full responsibility for rendering you the entire service described in this booklet, we give below an unequivocal "Contract and Guaranty," to which is set the corporation seal and the facsimile, legally-binding signature of the Secretary. We agree that our acknowledgment of your membership application shall put this "Contract and Guaranty" into full legal effect.

## Contract and Guaranty:

We, the Chartered Institute of American Inventors, incorporated under Federal laws of the District of Columbia as a non-profit-making association of inventors, in contract with you, agree, if you send us an acceptable application and membership fee of \$5, that our written notice of acceptance of such application, which will be promptly sent you, shall legally bind us to render you the full service set out in this booklet. Should we fail to render you the whole, or any part of said service, or fail to fulfill each and every agreement made in this booklet, we will refund you upon demand the \$5 membership fee paid us.

In witness whereof the facsimile signature of the Secretary and seal of the corporation have been affixed hereto at the city of Washington, in the District of Columbia:

Chartered Institute of American Inventors

*Charles Beard*

Secretary.



# Use This Now

## for Successful Sales Service

### MEMBERSHIP APPLICATION FORM (24th Edition)

Chartered Institute of American Inventors,  
8th Floor, Barrister Building,  
Washington, D. C.

I hereby make application for one year's membership in the Chartered Institute of American Inventors under the conditions described in the booklet sent me. It is understood that I incur no obligation or expense whatsoever beyond the membership dues of \$5 for twelve months, which I now enclose.

Upon acceptance of this Application, you are to send me immediately the first fifteen service items listed on pages 4 and 5 of this booklet; also give me upon request the services described in items (16) and (17).

Date....., 193.....

Name .....

Address .....

Title or nature of invention (patented or unpatented) for which List B is to be prepared: .....

If above patented, Patent No.....

If not patented, have you applied?.....

Give numbers (if convenient) of any other patents issued to you. ....

Different uses of your invention:.....

Classes of Mfrs. you think most interested: .....

CUT OFF OR TEAR ALONG THIS LINE

JUL 14 1937

Facsimile, in reduced size, of Membership Certificate—actual size 8½" x 10¾"—which will be issued you as a member. Certificate is attractive in design and on ivory-tinted vellum paper suitable for framing.

# Chartered Institute of American Inventors



This certifies that

Mr. A. N. Muentzer

*has duly qualified for membership in the Chartered Institute of American Inventors, Washington, D.C., through devising one or more meritorious inventions, or by rendering other valuable services in behalf of inventive progress, and has been admitted as a Regular member of the said Institute on the day hereinafter written*



*In testimony whereof I, Charles Beard, Secretary of the Chartered Institute of American Inventors, have hereunto set my hand and affixed the seal of the said Institute at the City of Washington, D.C., this First day of January, A.D. 1937.*

*Charles Beard*  
SECRETARY

Membership will entitle you to place on your letterheads, cards, etc., "Member Chartered Institute of American Inventors," or "Member C.I.A.I." This will serve as notice to all you do business with that you are not standing alone; but have the counsel and support of the world's leading association of inventors.

July 24, 1937.

Chartered Institute of American Inventors,  
Barrister Building,  
Washington, D. C.

Gentlemen:-

I have your circular letter of recent date, and it has occurred to me that I will chance \$5.00 with you, and I am therefore enclosing a check for \$5.00.

I have a Patent #2,086,665 on Advertising Models; Patent #2,083,258 on Signs; Patent #1,769,500 on Life Boat Improvements; and Patent #1,978,301 on Rubber Articles.

I presume you have copies of these patent papers in your office.

We have had several inquiries on the Advertising Models, but nothing progressive.

We are building and using some of the Signs here at Miami Beach with success.

The Life Boat Improvement is a very splendid improvement and it should be a part of the equipment of every life boat that floats the seas, because it is economical to make and it furnishes a signal which can be seen at great distance at sea.

The Silica Sand Patent on rubber articles has been very thoroughly tested by some of the tire manufacturers and found not satisfactory at high speeds, but is very satisfactory for belts, rubber soles on shoes or other rubber articles where a tough wearing surface is desirable and where a certain percentage of non-slipping is advantageous. For cushion tires on automobiles where the speed and heat are not unusual, the silica sand inlay has several good advantages, but particularly the leather and semi-rubber belts, heels and soles on shoes, etc., there is a very decided advantage in the silica sand inlay, which is simple to apply in manufacturing and very inexpensive.

Yours very truly,

CARL G. FISHER.

CGF:AVM  
Enclosure

# CHARTERED INSTITUTE OF AMERICAN INVENTORS

BARRISTER BUILDING

*Complete Service for Inventors*

635 F STREET, N.W.

*Cable Address - "Chartamer"*

WASHINGTON, D. C.

TRUSTEES

CHARLES BEARD  
J. H. GRIMES  
A. F. LAUFER

OWNED  
BY INVENTORS  
ESTABLISHED  
1924

July 27, 1937

Mr. Carl G. Fisher  
Miami Beach, Fla.

Dear Mr. Fisher:

We are in receipt of your esteemed application for membership in the Chartered Institute, with \$5 in payment of dues for one year. Thank you for this application and remittance.

We feel sure that your application will be accepted by the trustees so that we can, within two or three days, render you the service outlined in our booklet. Meanwhile, we have thought you might have some new idea, aside from your patented inventions, that you would like to protect promptly, so we are enclosing Proof of Invention. As a part of our service to you as a member, we shall be glad to receive the Proof and file it confidentially without charge.

Your membership entitles you to a free List B and valuation on only one invention. As soon as you advise on which of your inventions you wish these items based, we shall promptly furnish them. We know our marketing facilities will materially assist you in submitting your inventions to their logical market along up-to-date aggressive business lines and in realizing their utmost commercial worth.

Assuring you of our high appreciation of the opportunity to welcome you into our association, we are

Very truly yours,

CHARTERED INSTITUTE OF  
AMERICAN INVENTORS

By

*Charles Beard*  
Secretary

CB:MNP

P.S. Two folders showing our success in selling inventions are being sent under separate cover.

"World's Largest Association of Inventors"

# CHARTERED INSTITUTE OF AMERICAN INVENTORS

REGISTER BUILDING  
*Complete Service for Inventors*



635 F STREET, N.W.

*Cable Address - "Chastance"*

WASHINGTON, D. C.

TRUSTEES  
CHARLES BEARD  
J. H. GRIMES  
A. P. LAUFER

OWNED  
BY INVENTORS  
ESTABLISHED  
1924

July 29, 1937

Dear Member:

Your membership application has been accepted. We welcome you as a member of the world's largest association of inventors. Your Certificate of Membership, suitable for framing, is enclosed. We also hand you the Service Items below that we have checked, in order that you may be able to consider at once the important matter of marketing your invention.

- (.) 2. List "B" of Fifty Manufacturers, specially selected,
- ( ) 5. Chartered Sales Plan with Facsimile Blue-Print, Form B,
- (✓) 7. Institute Sales Plan with Facsimile Blue-Print, Form A.

If List B is NOT included, it is because we do not yet know what invention it is to be prepared for and ask that you kindly advise. Item 5, Valuation of Your Invention, will be forwarded you in a few days, if we now have sufficient information to make an appraisal; otherwise, we must await further particulars from you.

The above "Sales Plan" NOT checked is being sent you with the other Service Items listed below, which are somewhat bulky and are being mailed separately as printed matter. They should arrive shortly after this letter. Proof of Invention has already been sent you.

- 1. List A of 1,000 Principal Patent Buyers,
- 3. Styles of Four Form Letters for writing manufacturers,
- 4. Contract Forms, Outright Sale and Royalty License,
- 9. Facsimile Blue-Print, Form B, medium size, 8 $\frac{1}{2}$ " x 14",
- 10. Legal Steps in the Transfer of Unpatented Inventions,
- 11. Sales and Advertising Schemes,
- 12. Pertinent Information for Inventors,
- 13. Five Hundred Wanted Inventions,
- 14. Stronger Patents at Reasonable Cost,
- 15. Copyright Protection for Inventions.

When you receive these Service Items, it will be clear how you can, if desired, carry through your own sales campaign without any further payment to us. If, however, you prefer to have the Institute render you any special service, such as preparing attractive blue-prints, writing individual letters to manufacturers, etc., we shall be glad to do so, as explained in the last column of both the Chartered and Institute Sales Plans. All extra or special service thus required by you will be rendered at members' cost prices. You are assured of our prompt and utmost cooperation at all times.

Sincerely yours,

*W. E. Peck*  
Service Department

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# CHARTERED INSTITUTE OF AMERICAN INVENTORS

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WASHINGTON, D. C.

TRUSTEES

CHARLES BEARD  
J. W. GRIMES  
A. P. LAUFER

OWNED  
BY INVENTORS  
ESTABLISHED  
1924

July 29, 1937

Mr. Carl G. Fisher  
Miami Beach, Fla.

Dear Mr. Fisher:

Your first objective will, no doubt, be to realize on your invention as early as possible. Much the most effective way to interest modern invention buyers is to make the invention quickly and easily understandable by attractively illustrating and clearly and concisely describing it. This is best accomplished by making use of photo-line blue-prints, as explained in both the Institute and Chartered Sales Plans. Such prints, accompanied by a personal letter, should be sent to all manufacturers in a position to be interested in your particular proposition. Only in this way can you make reasonably sure of realizing the full actual value of your invention.

We assure you of our earnest desire and readiness at all times to render you every assistance in our power in the supremely important work of successfully marketing this invention of yours. You will have our best cooperation in carrying out whatever sales steps you may decide upon.

Sincerely yours,

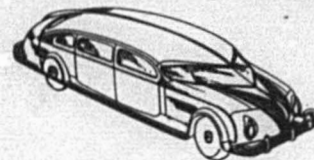
CHARTERED INSTITUTE OF  
AMERICAN INVENTORS

By

*Charles Beard*  
Secretary

CB:MC

Chartered Institute of American Inventors

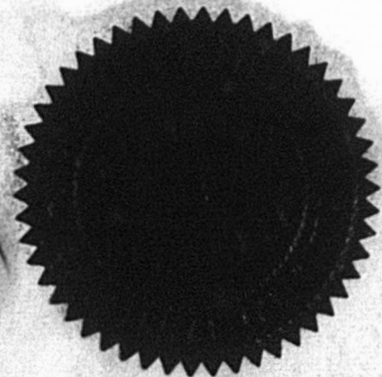


This certifies that  
Mr. Carl G. Fisher

*has duly qualified for membership in the  
Chartered Institute of American Inventors, Washington, D.C., through devising  
one or more meritorious inventions, or by rendering other valuable service in  
behalf of inventive progress, and has been admitted as a Regular  
member of the said Institute on the day hereinafter written.*

*In testimony whereof I, Charles Beard,  
Secretary of the Chartered Institute of American  
Inventors, have hereunder set my hand and affixed  
the seal of the said Institute, at the City of  
Washington, D.C., this Twenty-ninth day of  
July, A. D., 1937.*

*Charles Beard*  
SECRETARY





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**BUSINESS REPLY CARD**

*First Class Permit No. 1738-R Sec. 510 P.L. & R. Washington, D.C.*


**Chartered Institute of American Inventors**

**Eighth Floor, Barrister Building**

**635 F Street, N. W.**

**Washington, D. C.**

Dear Member:—

We would very much appreciate your giving us the names and addresses of any inventors you may know who have new devices on which they would like to realize. The card herewith does not require postage for listing such inventors. For your courtesy in filling in and returning this card you will receive a FREE copy of our new magazine, "Successful Inventions," provided you are not now a subscriber. If you are a subscriber, your subscription will be extended two months. Your name will not be mentioned unless you give us permission to do so by making an "X" here 

TEAR THIS OFF BEFORE MAILING

**Chartered Institute of American Inventors  
Barrister Building, Washington, D. C.**

I suggest the following inventors as possibly interested in the services of the Chartered Institute:

Name \_\_\_\_\_ Address \_\_\_\_\_

Name \_\_\_\_\_ Address \_\_\_\_\_

Name \_\_\_\_\_ Address \_\_\_\_\_

Name \_\_\_\_\_ Address \_\_\_\_\_

Name \_\_\_\_\_ Address \_\_\_\_\_

Your Name \_\_\_\_\_ Address \_\_\_\_\_

Use My

Name

# CHARTERED INSTITUTE OF AMERICAN INVENTORS

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WASHINGTON, D. C.

TRUSTEES

CHARLES BEARD  
J. H. GRIMES  
A. F. LAUFER

OWNED  
BY INVENTORS  
ESTABLISHED  
1924

October 1, 1937

Dear Mr. Fisher:

In order to avail yourself of the protection afforded under the Chartered Sales Plan, it is necessary that you give evidence of diligence, rather than to "sleep on your rights". You should legally disclose your invention as early as possible -- preferably in such a form as the Proof of Invention already sent you; then file it for safekeeping with some responsible concern, a trust company or bank.

If you prefer, we will be glad to file the Proof for you confidentially free of charge. Sending it to us would serve the double purpose of safeguarding you and of giving us sufficient information to furnish you with the free List of fifty prospects and valuation to which your renewal of membership entitles you. Opportunities for the resourceful inventor were never better than they are today. A greater consumer demand now prevails and manufacturers are seeking improved products in order to make larger profits while business conditions are so favorable.

Authorize us to prepare your free List B in the very near future, so that you may approach these specially selected prospects at this opportune time.

Sincerely yours,

CHARTERED INSTITUTE OF  
AMERICAN INVENTORS

By

*Charles Beard*  
Secretary

CB:H  
File:R-1.

JOSEPH F. GULICK

PATENT LAWYER

~~1044/1141/1141/1141/1141~~  
WASHINGTON, D. C.

412 Washington Loan & Trust Bldg,  
November 4, 1937.

Mr. Carl G. Fisher,  
Miami Beach, Florida.

Dear Mr. Fisher:

I received your letter of the 22nd of October enclosing check for \$45.00 to cover final fee and other costs in your patent application 63,930 for Models ( with movable eyes). The fee will be paid promptly and the patent will be forwarded to you in due course.

I am sorry to say that for the present I shall be unable to continue the active prosecution of patent applications and have turned all of my work over to the firm of Shepherd & Campbell 412 Washington Loan and Trust Building, Washington, D.C. I have known Mr. Campbell for many years and know him to be a man of the highest integrity. While there is nothing remaining to be done in your application except to receive the patent and forward this to you, it is advisable to have some one of record as an attorney in the case in the event that something should turn up. I trust therefore that you will execute and return the enclosed power of attorney to Mr. Campbell. There will be no additional cost to you.

If you later have other patent applications that you wished filed and care to have Mr. Campbell handle them for you I can assure you that he will give them the most careful attention. Giving him a power of attorney in the present case, however, will not in any way obligate you to have him do other work for you.

I trust things are going pleasantly with you this fall.

Very sincerely yours,

JFG/s

*J. F. Gulick*

CARL G. FISHER CORPORATION  
MIAMI BEACH, FLORIDA  
U. S. A.

Nov. 9, 1957.

Mr. F. R. Humpage,  
Pagemoor - Silver Street,  
North Wilbraham, Mass.

Dear Fred:-

Here is another letter from Gulick, and he seems to be definitely out of business.

I don't know how this Campbell is, but he is probably as good as Gulick was. They are all about the same and they follow a regular routine of applications, and filing, and collection of the funds.

I don't see why, if he needed the money in October, that we don't have the patent sent on with the Government receipt. However, I am sending this on to you and if you approve of it, fill in the date and mail it to Campbell.

You promised to write me how you were getting along. What is the matter - are you worse? Drop me a line.

Yours,



CARL G. FISHER.

CGF:AVM  
Enclosures

DEPARTMENT OF COMMERCE  
UNITED STATES PATENT OFFICE  
WASHINGTON

All communications respecting this application should give the serial number, date of filing, and name of the applicant.

Please find below a communication from the EXAMINER in charge of this application.

*[Handwritten signature]*  
Commissioner of Patents

Applicant: CARL G. FISHER

CARL G. FISHER  
1633 Jefferson Avenue  
Miami Beach, Florida.

Ser. No. 63,930  
Filed Feb. 14, 1936  
MODELS.

MAILED

NOV 9 - 1937

The brief description of Fig. 3 states that the same is taken on line 3-3 of Fig. 2; however, no section line 3-3 is shown in Fig. 2. The same is required to be shown.

In the last paragraph of page 2 of the specification, reduction gearing 24 is mentioned; none, however, is shown in the drawing. Numeral 24 in Fig. 2 of the drawing is connected to a bracket. Correction is required.

The claim is allowed.

EXAMINER.

POWER OF ATTORNEY.

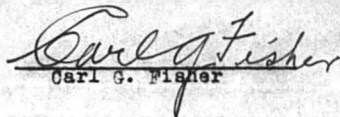
Hon. Commissioner of Patents,

Washington, D.C.

Sir:

In the matter of my application Serial No. 63,930 for Models I hereby appoint the firm of Shepherd and Campbell, 412 Washington Loan and Trust Building, Washington, D.C., consisting of Frank G. Campbell, Registration No. 8391, sole member, my attorney with full power of substitution and revocation, to prosecute said application, to make alterations and amendments therein, to receive the patent and to transact all business in the Patent Office connected therewith, and I hereby revoke all powers of attorney heretofore given in this case.

Signed at \_\_\_\_\_ this \_\_\_\_\_ day of \_\_\_\_\_ 1937.

  
Carl G. Fisher

ADDRESS ONLY  
THE COMMISSIONER OF PATENTS  
WASHINGTON, D. C.

HB/LM

181

Serial No. 63 930

MAILED

APR 12 1938

April Twelve, 1938.

DEPARTMENT OF COMMERCE  
UNITED STATES PATENT OFFICE  
WASHINGTON

Div. 57,  
Room 6613.

Carl G. Fisher.

Your APPLICATION for a patent for an IMPROVEMENT in  
**MODELS**

filed Feb. 14, 1936 has been examined and ALLOWED with 1 claims.

The final fee, THIRTY DOLLARS, WITH \$1 ADDITIONAL FOR EACH CLAIM ALLOWED IN EXCESS OF 20, must be paid not later than SIX MONTHS from the date of this present notice of allowance. If the final fee be not paid within that period, the patent will be withheld, but the application may be renewed within one year after the date of the original notice with a renewal fee of \$30 and \$1 additional for each claim in excess of 20.

The office delivers patents upon the day of their date, on which date their term begins to run. The preparation of the patent for final signing and sealing will require about four weeks, and such work will not be begun until after payment of the necessary final fee.

When the final fee is paid, there should also be sent, DISTINCTLY AND PLAINLY WRITTEN, the name of the INVENTOR, TITLE OF THE INVENTION, AND SERIAL NUMBER AS ABOVE GIVEN, DATE OF ALLOWANCE (which is the date of this circular), DATE OF FILING, and, if assigned, the NAMES OF THE ASSIGNEES.

If it is desired to have the patent issue to an ASSIGNEE OR ASSIGNEES, an assignment containing a REQUEST to that effect, together with the FEE for recording the same, must be filed in this office on or before the date of payment of the final fee.

After issue of the patent, uncertified copies of the drawings and specifications may be purchased at the price of TEN CENTS EACH. The money should accompany the order. Postage stamps will not be received.

The final fee will NOT be received from other than the applicant, his assignee or attorney, or a party in interest as shown by the records of the Patent Office.

NOTICE.—WHEN THE NUMBER OF CLAIMS ALLOWED IS IN EXCESS OF 20, NO SUM LESS THAN \$30 PLUS \$1 ADDITIONAL FOR EACH CLAIM IN EXCESS OF TWENTY CAN BE ACCEPTED AS THE FINAL FEE.

Respectfully,



Commissioner of Patents.

Carl G. Fisher,  
1633 Jefferson Avenue,  
Miami Beach, Florida.

IN REMITTING THE FINAL FEE GIVE THE SERIAL NUMBER AT THE HEAD OF THIS NOTICE.

UNCERTIFIED CHECKS WILL NOT BE ACCEPTED.



DEPARTMENT OF COMMERCE  
UNITED STATES PATENT OFFICE  
WASHINGTON

All communications respecting this application should give the serial number, date of filing, and name of the applicant.

MAILED  
APR 12 1938

Please find below a communication from the EXAMINER in charge of this application

*Commy P. G.*  
Commissioner of Patents.

Applicant Carl G. Fisher

Carl G. Fisher,  
1633 Jefferson Avenue,  
Miami Beach, Florida.

Ser. No. 63,930  
Filed February 14, 1936  
For MODELS

In accordance with the provisions of Order No. 2808, dated March 12, 1917, which reads in part as follows:

Obvious informalities in the application may be corrected by the examiner, but said correction must be in the form of an amendment, approved by the Principal Examiner in writing, placed in the file, and made a part of the record. The changes specified in the amendment will be entered by the clerk in the regular way.

the changes, hereinafter specified, are made by the examiner in the application above identified. Should these changes not be satisfactory to the applicant, appropriate amendment may be proposed under the provisions of Rule 78, provided the specification has not been printed. The application has been amended as follows:

Section line 3-3 has been placed on Figure 2.  
The lead line from numeral 24 in Figure <sup>2</sup> has been connected to the gearing shown therein.

Examiner.

927 West 41st Street

Miami Beach

September 15th, 1938.

Mr. Frank G. Campbell,  
Shepherd and Campbell,  
412 Washington Loan & Trust Bldg.,  
Washington, D. C.

Dear Mr. Campbell:

Several months ago Mr. Carl G. Fisher received a letter from Joseph F. Gulick of 412 Washington Loan & Trust Bldg., Washington, D. C., to the effect that he would be unable to further represent Mr. Fisher's interests in the prosecution of patent applications, etc., and suggested that Mr. Fisher execute and forward to you, Power of Attorney to represent Mr. Fisher in the matter of his application Serial No. 63,930 for Models, etc.

In this same letter Mr. Gulick stated that he had received a check for \$45.00 to cover the final fee and other costs, in Mr. Fisher's patent application No. 63,900 for Models, (removal eyes) and that fee would be paid promptly and the patent forwarded to Mr. Fisher in due course.

Inasmuch as Mr. Fisher had no further patent matters or applications to file, he was under the impression that until the time arrived when he would have other patent matters to be attended to, it was not necessary or desirable for him to execute a Power of Attorney to you, or anybody else, and for that reason Power of Attorney was not executed and forwarded.

However, several months have elapsed since Mr. Gulick wrote to Mr. Fisher, stating that the fee of \$45.00 would be paid and the patent forwarded. Up to the present time the above mentioned patent has not been sent -- or at least has not been received.

The writer has been requested by Mr. Fisher to take this matter up with you and determine the present status of this matter; what if any action has been taken by you, or what if anything you know has been done or is required to be done so as to place in Mr. Fisher's hands the patent which presumably, and in accordance with Mr. Gulick's letter of November 4th, 1937, he should have received several months ago.

Mr. Frank G. Campbell

9-15-38

-2-

We regret the necessity of troubling you in this matter, and will greatly appreciate your favoring us with an immediate reply, (inasmuch as the writer is leaving town within the next few days) in connection for which you will please find enclosed stamped envelope addressed to the writer.

Thanking you in anticipation, I am

Very truly yours,

CARL G. FISHER

By

F. R. Humpage

FRH/G  
Encl.

Inventor:

Fisher, Carl G., Miami Beach, Fla.

Invention: Model

Serial No.:

63,930

Patent date:

Nov. 8, 1938

Patent No.:

2,136,006

DEPARTMENT OF COMMERCE

U. S. PATENT OFFICE

WASHINGTON, D. C.

Carl G. Fisher,  
~~Miami Beach, Fla.~~  
1633 Jefferson Ave.,  
Miami Beach, Fla.

The FINAL FEE OF THIRTY DOLLARS has been received in this application on

Very respectfully,

Oct. 11, 1938

CONWAY P. COE,

Commissioner of Patents.

U. S. GOVERNMENT PRINTING OFFICE 191c 11-8907

jk

Ser. No. 63,930 Model (Turnable eyes)

This invention relates to improvements in models for use in connection with the display of merchandise in store windows, show rooms, show windows or other places where merchandise may be displayed. The model may be used actually to support articles of merchandise or may be used to attract attention to merchandise adjacent the model.

One prime object of the invention is to provide a model of such construction as will cause it to attract the attention of the potential customers passing the window or show counter or thru the room.

The invention is an improvement over the models shown and described in my co-pending application Serial No. 44,290 filed on October 9, 1935 for Advertising Model and the improvement consists principally in the eyes of the model. In the present application the model is provided with movable eyes and with mechanism for imparting a number of movements to the eyes.

For purposes of simplicity the present model heads are shown with only one face. The invention is intended to be applied to the two faced heads shown in the co-pending application referred to above as well as to the single faced heads here shown.

Further objects and advantages will become apparent from the description which follows.

Referring to the accompanying drawings which are made a part hereof and on which similar reference characters refer to the parts thruout the specification,

Figure 1 is a view in elevation of a show window having my new model therein in association with merchandise on display.

Figure 2 is a side view of the model head with parts broken away to show a side view of mechanism for moving the eyes of the model.

2.

Figure 3 is a view taken substantially on line 3-3 of Figure 2 showing the mechanism for moving the eyes but on a larger scale than the showing in Figure 2.

Figure 4 is a section taken on line 4-4 of Figure 3.

As shown in Figure 1 a model 10 is shown in a window 11 in which merchandise 12 and 13 is also shown. Sale signs with price marks 14 and 15 may be placed adjacent the articles 12 and 13 as indicated.

The model head 16 may be of the construction shown in the corresponding application referred to or may have a single face. The single face is shown for the purpose of simplicity without limiting the invention to this construction. The model head is provided with movable eyes <sup>17</sup> set in sockets and held therein by springs 21 which may be secured to the inside of the face by rivets or screws 22 or any other suitable means. Means is provided for imparting movement to the eyes consisting of a motor 23 operating thru reducing gears 24.

The eyes are connected by a link 20 having ball and socket connections 19 with rearwardly extending pins 18 fastened to the eyes. An operating lever 31 is connected by ball and socket joint 26 with the link 20. This lever has an elongated slot 25 which fits over a pin 28 on a bracket 27 mounted within the head. The lower end of the lever 31 is provided with a cam slot 29 within which engages a pin 30 on the slowly driven gear plate 32.

From the structure described it will be apparent that operation of the motor will impart a slow rotary motion to the gear 32 thru the reduction gearing 24. The pin 30 engaging the cam slot will impart both a vertical and a lateral motion to the lower end of the lever 31 which will in turn impart the same movements to the link 20. This will give the eyes

3.

both a vertical and a lateral movement and will also give them a somewhat rolling motion.

If desired the lever may be so arranged that either the vertical or the lateral movement may be imparted to the eyes without the other.

While the mechanism has been shown as moving the eyes in unison it may be arranged to move the eyes separately or to move them in different directions, the purpose being to attract attention. Any unusual sign or moving sign will arrest attention. This device is designed to provide just such a sign.

The face of the model will be made of any suitable material and may be translucent, semi-transparent or transparent material. Preferably a light will be positioned within the head to illuminate the face and this light may be provided with a flasher to give better effect to the sign.

While the head has been shown as of a single piece, it obviously can be made of separable portions held together in any suitable way, as, for example, shown in the co-pending application referred to.

It will be obvious that various changes may be made in my invention without departing from the essentials thereof, I, therefore, do not limit myself to the structure as shown in the drawings and as described in the specification but only as set forth in the appended claims.

What I claim is:

1. An advertising model having a head with movable eyes and means for moving the eyes.
2. An advertising model having a head with translucent face portions, movable eyes and means for moving the eyes.
3. An advertising model having a head with translucent face portions, movable eyes and means for moving the eyes vertically.
4. An advertising model having a head with translucent face portions, movable eyes and means for moving the eyes horizontally.
5. An advertising model having a head portion composed of separable portions and having movable eyes and means for rolling the said eyes.
6. An advertising model having a head with movable eyes, each eye being movable independently of the other and means for moving the eyes separately or in unison.
7. An advertising model having a head composed of separable portions and having movable eyes therein and means for moving the eyes in a plurality of movements.



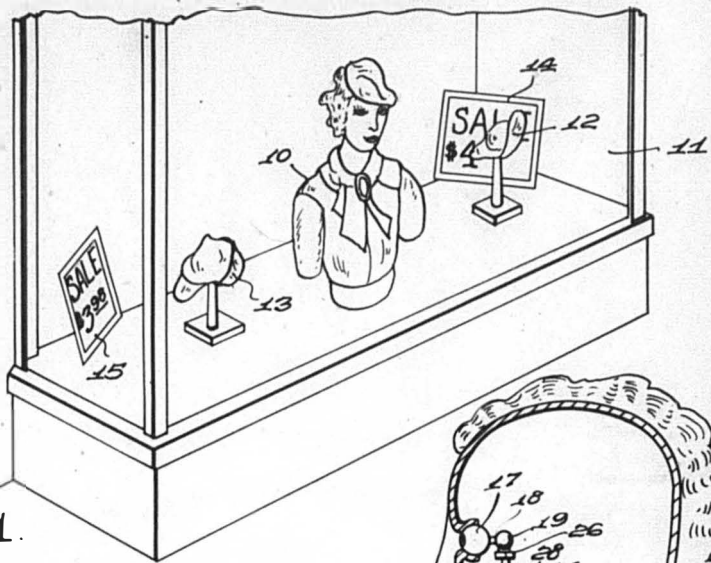


FIG. 1.

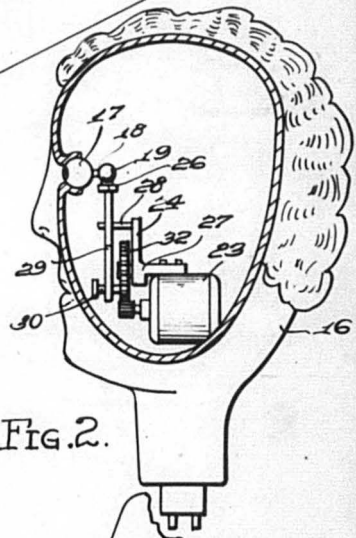


FIG. 2.

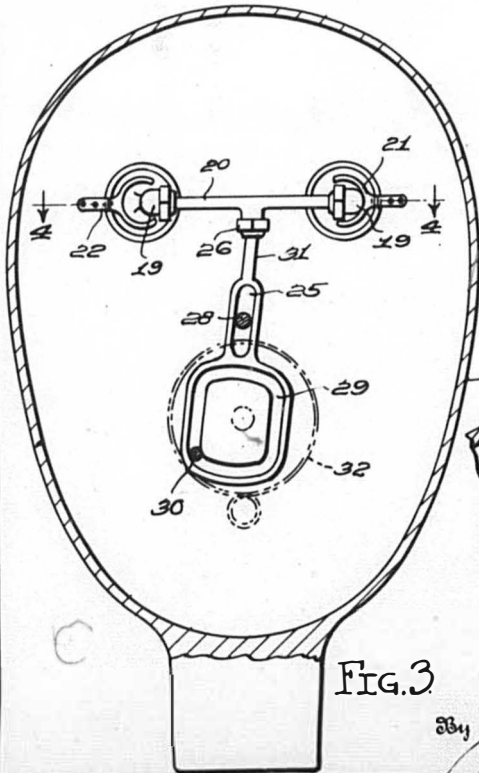


FIG. 3.

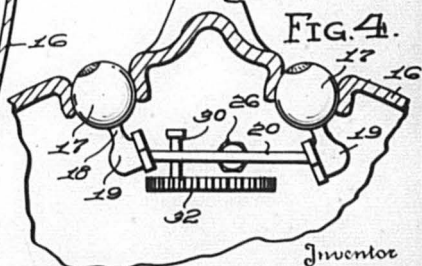


FIG. 4.

Inventor

CARL G. FISHER,

334 *Joseph J. Gulick*  
Attorney

ser. no. 63,930

C

ASSIGNMENT OF PATENT

WHEREAS I, CARL G. FISHER, of Miami Beach, County of Dade and State of Florida, did obtain Letters Patent of the United States for an improvement in Advertising Models, which Letters Patent are numbered 2,086,608, and bear date the 19th day of July, 1937; and Whereas, I am now the sole owner of said Patent; and Whereas, THOMAS W. MILTON, of Detroit, County of Wayne and State of Michigan, is desirous of acquiring the entire interest in the same.

NOW, THEREFORE, in consideration of the sum of Ten Dollars (\$10.00) and other good and valuable considerations, the receipt of which is hereby acknowledged, I, CARL G. FISHER, by these presents, do sell, assign and transfer unto the said THOMAS W. MILTON, the whole right, title, and interest in and to the said Letters Patent therefor aforesaid; the same to be held and enjoyed by the said THOMAS W. MILTON, for his own use and behoof, and for his legal representatives, to the full end of the term for which said Letters Patent are granted, as fully and entirely as the same would have been held by me had this assignment and sale not been made.

Executed this 20th day of October, 1938.

In the Presence of:

Carl Fisher (SEAL)

Asterion  
Alice V. Marks

ASSIGNMENT OF PATENT

WHEREAS I, CARL G. FISHER, of Miami Beach, County of Dade and State of Florida, did obtain Letters Patent of the United States for an improvement in Rubber Articles, which Letters Patent are numbered 1,978,801, and bear date the 23rd day of October, 1934; and Whereas I am now the sole owner of said Patent; and Whereas, THOMAS W. MILSON, of Detroit, County of Wayne and State of Michigan, is desirous of acquiring the entire interest in the same.

NOW, THEREFORE, in consideration of the sum of Ten Dollars (\$10.00) and other good and valuable considerations, the receipt of which is hereby acknowledged, I, CARL G. FISHER, by these presents, do sell, assign, and transfer unto the said THOMAS W. MILSON, the whole right, title, and interest in and to the said Letters Patent thereafter aforesaid; the same to be held and enjoyed by the said THOMAS W. MILSON, for his own use and behoof, and for his legal representatives, to the full end of the term for which said Letters Patent are granted, as fully and entirely as the same would have been held by me had this assignment and sale not been made.

Executed this 20th day of October, 1938.

In the Presence of: (Signed) Carl G. Fisher (SEAL)

(Signed) A. J. Sterman

(Signed) Alice V. Marks

ASSIGNMENT OF PATENT

WHEREAS I, CARL G. FISHER, of Miami Beach, County of Dade and State of Florida, did obtain Letters Patent of the United States for an improvement in Hologs used in connection with displaying merchandise, which Letters Patent are numbered 2,154,008, and bear date the 8th day of November, 1938; and whereas I am now the sole owner of said Patent; and whereas, THOMAS W. MILTON, of Detroit, County of Wayne and State of Michigan, is desirous of acquiring the entire interest in the same.

NOW, THEREFORE, in consideration of the sum of Ten Dollars (\$10.00) and other good and valuable considerations, the receipt of which is hereby acknowledged, I, CARL G. FISHER, by these presents, do sell, assign, and transfer unto the said THOMAS W. MILTON, the whole right, title, and interest in and to the said Letters Patent therefor aforesaid; the same to be held and enjoyed by the said THOMAS W. MILTON, for his own use and behoof, and for his legal representatives, to the full end of the term for which said Letters Patent are granted, as fully and entirely as the same would have been held by me had this assignment and sale not been made.

Executed this 15th day of November, 1938.

In the Presence of:

A. Sterman  
Alice V. Marks.

Carl G. Fisher (SEAL)

ASSIGNMENT OF PATENT

WENDELL I. CARL GRAM FISHER, of Miami Beach, County of Dade and State of Florida, did obtain Letters Patent of the United States for an improvement in Signs, which Letters Patent are numbered 2,082,256, and bear date the 8th day of June, 1937; and Whereas I am now the sole owner of said Patent; and Whereas, THOMAS W. HILTON, of Detroit, County of Wayne and State of Michigan, is desirous of acquiring the entire interest in the same.

NOW, THEREFORE, in consideration of the sum of Ten Dollars (\$10.00) and other good and valuable considerations, the receipt of which is hereby acknowledged, I, CARL GRAM FISHER, by these presents, do sell, assign, and transfer unto the said THOMAS W. HILTON, the whole right, title, and interest in and to the said Letters Patent therefor aforesaid; the same to be held and enjoyed by the said THOMAS W. HILTON, for his own use and behoof, and for his legal representatives, to the full end of the term for which said Letters Patent are granted, as fully and entirely as the same would have been held by me had this assignment and sale not been made.

Executed this 20th day of October, 1938.

In the Presence of:

W. Sterman  
Alvie V. Marka

Carl Gram Fisher (SEAL)

ASSIGNMENT OF PATENT

WHEREAS I, CARL G. FISHER, of Miami Beach, County of Dade and State of Florida, did obtain Letters Patent of the United States for an improvement in Rubber Articles, which Letters Patent are numbered 1,978,501, and bear date the 22nd day of October, 1934; and Whereas I am now the sole owner of said Patent; and Whereas, THOMAS W. KILTON, of Detroit, County of Wayne and State of Michigan, is desirous of acquiring the entire interest in the same.

NOW, THEREFORE, in consideration of the sum of Ten Dollars (\$10.00) and other good and valuable considerations, the receipt of which is hereby acknowledged, I, CARL G. FISHER, by these presents, do sell, assign, and transfer unto the said THOMAS W. KILTON, the whole right, title, and interest in and to the said Letters Patent therefor aforesaid; the same to be held and enjoyed by the said THOMAS W. KILTON, for his own use and behoof, and for his legal representatives, to the full end of the term for which said Letters Patent are granted, as fully and entirely as the same would have been held by me had this assignment and sale not been made.

Executed this 20th day of October, 1938.

In the Presence of

A. Sterman  
Alice V. Marble

Carl G. Fisher (SEAL)

ASSIGNMENT OF PATENT

WHEREAS I, CARL G. FISHER, of Miami Beach, County of Dade and State of Florida, as the owner of a fifty-two per cent (52%) interest in and to that certain Patent and Invention Number 2,030,230, on a Solar Operated Refrigerating System, issued to ALBERT E. MARSHALL, of Westwood, New Jersey, on February 11, 1938; and whereas I, the said CARL G. FISHER, desire to transfer and assign all of my right, title and interest in and to said Patent and Invention to THOMAS W. MILTON, of Detroit, County of Wayne and State of Michigan.

NOW, THEREFORE, in consideration of the sum of Ten Dollars (\$10.00) and other good and valuable considerations to me in hand paid by the said THOMAS W. MILTON, the receipt of which is hereby acknowledged, I, the said CARL G. FISHER, by these presents, do sell, assign and transfer unto the said THOMAS W. MILTON all of my right, title, and interest in and to the said Letters Patent and Invention aforesaid; the same to be held and enjoyed by the said THOMAS W. MILTON to the extent of my said interest hereby transferred, for his own use and behoof, and for his legal representatives, to the full end of the term for which said Letters Patent are granted, as fully and entirely as the said fifty-two per cent (52%) would have been held by me had this assignment and sale not been made.

Witnessed this 20th day of October, 1938.

In the Presence of: (Signed) Carl G. Fisher (SEAL)

(Signed) A. J. Stinson

(Signed) Alice V. Marks



ASSIGNMENT OF PATENT

THOMAS I, CARL G. FISHER, of Miami Beach, County of Dade and State of Florida, did obtain Letters Patent of the United States for an improvement in lifeboats, which Letters Patent are numbered 1,782,500, and bear date the 1st day of July, 1930; and Whereas I am now the sole owner of said Patent; and Whereas, THOMAS W. MILTON, of Detroit, County of Wayne and State of Michigan, is desirous of acquiring the entire interest in the same.

NOW, THEREFORE, in consideration of the sum of Ten Dollars (\$10.00) and other good and valuable considerations, the receipt of which is hereby acknowledged, I, CARL G. FISHER, by these presents, do sell, assign, and transfer unto the said THOMAS W. MILTON, the whole right, title, and interest in and to the said Letters Patent therefor aforesaid; the same to be held and enjoyed by the said THOMAS W. MILTON, for his own use and behoof, and for his legal representatives, to the full end of the term for which said Letters Patent are granted, as fully and entirely as the same would have been held by me had this assignment and sale not been made.

Executed this 20th day of October, 1938.

In the Presence of:

A. Steerman  
Alice D. Marks

Carl G. Fisher (SEAL)

ASSIGNMENT OF PATENT

WHEREAS I, CARL G. FISHER, of Miami Beach, County of Dade and State of Florida, did obtain Letters Patent of the United States for an improvement in Advertising Models, which Letters Patent are numbered 2,008,688, and bear date the 12th day of July, 1937; and Whereas, I am now the sole owner of said Patent; and Whereas, THOMAS W. MILTON, of Detroit, County of Wayne and State of Michigan, is desirous of acquiring the entire interest in the same.

NOW, THEREFORE, in consideration of the sum of Ten Dollars (\$10.00) and other good and valuable considerations, the receipt of which is hereby acknowledged, I, CARL G. FISHER, by these presents, do sell, assign and transfer unto the said THOMAS W. MILTON, the whole right, title, and interest in and to the said Letters Patent therefor aforesaid; the same to be held and enjoyed by the said THOMAS W. MILTON, for his own use and behoof, and for his legal representatives, to the full end of the term for which said Letters Patent are granted, as fully and entirely as the same would have been held by me had this assignment and sale not been made.

Executed this 20th day of October, 1938.

In the Presence of:

(Signed

  
Carl G. Fisher

(SEAL)

(Signed)

A. J. Sterman

(Signed)

Alice V. Marks

ASSIGNMENT OF PATENT

WHEREAS I, CARL G. FISHER, of Miami Beach, County of Dade and State of Florida, did obtain Letters Patent of the United States for an improvement in Rubber Articles, which Letters Patent are numbered 1,978,801, and bear date the 23rd day of October, 1934; and Whereas I am now the sole owner of said Patent; and Whereas, THOMAS W. HILTON, of Detroit, County of Wayne and State of Michigan, is desirous of acquiring the entire interest in the same.

NOW, THEREFORE, in consideration of the sum of Ten Dollars (\$10.00) and other good and valuable considerations, the receipt of which is hereby acknowledged, I, CARL G. FISHER, by these presents, do sell, assign, and transfer unto the said THOMAS W. HILTON, the whole right, title, and interest in and to the said Letters Patent therefor aforesaid; the same to be held and enjoyed by the said THOMAS W. HILTON, for his own use and behoof, and for his legal representatives, to the full end of the term for which said Letters Patent are granted, as fully and entirely as the same would have been held by me had this assignment and sale not been made.

Executed this 20th day of October, 1938.

In the Presence of:

(Signed)



Carl G. Fisher

(SEAL)

(Signed)

A. J. Sterman

(Signed)

Alice V. Marks

ASSIGNMENT OF PATENT

WHEREAS I, CARL G. FISHER, of Miami Beach, County of Dade and State of Florida, did obtain Letters Patent of the United States for an improvement in lifeboats, which Letters Patent are numbered 1,768,800, and bear date the 1st day of July, 1930; and Whereas I am now the sole owner of said Patent; and Whereas, THOMAS W. MILTON, of Detroit, County of Wayne and State of Michigan, is desirous of acquiring the entire interest in the same.

NOW, THEREFORE, in consideration of the sum of Ten Dollars (\$10.00) and other good and valuable considerations, the receipt of which is hereby acknowledged, I, CARL G. FISHER, by these presents, do sell, assign, and transfer unto the said THOMAS W. MILTON, the whole right, title, and interest in and to the said Letters Patent therefor aforesaid; the same to be held and enjoyed by the said THOMAS W. MILTON, for his own use and behoof, and for his legal representatives, to the full end of the term for which said Letters Patent are granted, as fully and entirely as the same would have been held by me had this assignment and sale not been made.

Executed this 20th day of October, 1938.

In the Presence of:

(Signed)

Carl G. Fisher

(SEAL)

(Signed)

A. J. Sterman

(Signed)

Alice V. Marks

ASSIGNMENT OF PATENT

WHEREAS I, CARL GRAHAM FISHER, of Miami Beach, County of Dade and State of Florida, did obtain Letters Patent of the United States for an improvement in Signs, which Letters Patent are numbered 2,083,228, and bear date the 6th day of June, 1937; and Whereas I am now the sole owner of said Patent; and Whereas, THOMAS W. HILTON, of Detroit, County of Wayne and State of Michigan, is desirous of acquiring the entire interest in the same.

NOW, THEREFORE, in consideration of the sum of Ten Dollars (\$10.00) and other good and valuable considerations, the receipt of which is hereby acknowledged, I, CARL GRAHAM FISHER, by these presents, do sell, assign, and transfer unto the said THOMAS W. HILTON, the whole right, title, and interest in and to the said Letters Patent therefor aforesaid; the same to be held and enjoyed by the said THOMAS W. HILTON, for his own use and behoof, and for his legal representatives, to the full end of the term for which said Letters Patent are granted, as fully and entirely as the same would have been held by me had this assignment and sale not been made.

Executed this 20th day of October, 1938.

In the Presence of:

(Signed)

Carl Graham Fisher

(SEAL)

(Signed)

A. J. Sterman

(Signed)

Alice V. Marks

ASSIGNMENT OF PATENT

WHEREAS I, CARL G. FISHER, of Miami Beach, County of Dade and State of Florida, did obtain Letters Patent of the United States for an improvement in Models used in connection with displaying merchandise, which Letters Patent are numbered 2,154,002, and bear date the 6th day of November, 1938; and whereas I am now the sole owner of said Patent; and whereas, THOMAS W. HILTON, of Detroit, County of Wayne and State of Michigan, is desirous of acquiring the entire interest in the same.

NOW, THEREFORE, in consideration of the sum of Ten Dollars (\$10.00) and other good and valuable considerations, the receipt of which is hereby acknowledged, I, CARL G. FISHER, by these presents, do sell, assign, and transfer unto the said THOMAS W. HILTON, the whole right, title, and interest in and to the said Letters Patent hereafter aforesaid; the same to be held and enjoyed by the said THOMAS W. HILTON, for his own use and behoof, and for his legal representatives, to the full end of the term for which said Letters Patent are granted, as fully and entirely as the same would have been held by me had this assignment and sale not been made.

Executed this 15th day of November, 1938.

In the Presence of:

(Signed)

CARL G. FISHER

(SEAL)

(Signed)

A. J. Sterman

(Signed)

Alice V. Marks

November 30, 1958.

Mr. Thomas W. Milton,  
8905 East Jefferson,  
Detroit, Michigan.

Dear Tom:-

In sending you the patents and making a gift of them to you, I am doing so with the idea that you may be able to promote them, as I am not able to do so.

I haven't the time or necessary material in this country to work with. I mean both in materials and in young available chemists who are able to put their hands on co-operation.

I want this as a matter of record, that I am turning these patents over to you to promote for your own benefit, and you are under no obligations to me for future payments of any kind. I think the tax records call for this sort of explanation in making gifts.

I don't value the patents at anything in their present condition. If somebody will work them out, they may be valuable. Time alone will prove this matter.

Yours,

CGF:AVM

CARL G. FISHER.

November 30, 1938

Mr. Thos. W. Milton  
8908 East Jefferson  
Detroit, Michigan

Dear Mr. Milton:

At the request of Mr. Fisher you will please find enclosed assignment of patents, original patents and copies of patents as follows:

<u>NAME</u>	<u>PATENT</u>		<u>APPLICATION</u>		<u>INTEREST</u>
	<u>NO.</u>	<u>DATE</u>	<u>NO.</u>	<u>DATE</u>	
Advertising Models	3086685	7/13/37	44,290	10/9/35	100%
Rubber Articles	1279301	10/23/34	656,349	2/11/33	100%
Lifelines	1769500	7/2/30	388,152	8/24/29	100%
Signs	2083858	7/8/37	8,868	2/27/35	100%
(Assignment, original and copy of patent)					
Models	2156008	11/2/38	63,930	2/14/36	100%
(Assignment and original of patent)					
Solar Operated Re- frigerating System	2030380	2/11/36	665,461	4/10/33	52%
(Assignment and copy of patent)					
(NOTE) Albert T. Bremer owns 48% -					

Trusting that you will find the above in order, and with kindest regards, I am

Very truly yours

A. J. Sterman

AJS:W

Enc.

REGISTERED MAIL

P. S. Please acknowledge receipt of the above by returning copy of this letter with signature attached.

A.J.S.

Dec 4, 1938

Date

Thomas W Milton

Signature



MR. CARL G. FISHER

November 30, 1938.

A. J. Sterman

As requested I have today mailed, via registered mail, letters patent, copies of letters patent and assignments, to Mr. Thomas W. Milton, a complete list of the above included in my letter to Mr. Milton, copy of same attached herewith.

*AJS*  
*A.J.S.*  
A. J. Sterman

AJS/G

November 30, 1938

Mr. Thos. W. Milton  
8905 East Jefferson  
Detroit, Michigan

Dear Mr. Milton:

At the request of Mr. Fisher you will please find enclosed assignment of patents, original patents and copies of patents as follows:

<u>NAME</u>	<u>PAYMENT</u>		<u>APPLICATION</u>		<u>INTEREST</u>
	<u>NO.</u>	<u>DATE</u>	<u>NO.</u>	<u>DATE</u>	
Advertising Models	3086665	7/13/37	44,290	10/9/35	100%
Rubber Articles	1978301	10/23/34	656,348	2/11/33	100%
Lifeboats	1769500	7/1/30	388,152	6/24/29	100%
Signs (Assignment, original and copy of patent)	2083258	7/8/37	8,556	2/27/35	100%
Models (Assignment and original of patent)	2136006	11/8/36	63,930	2/14/36	100%
Solar Operated Re- frigerating System (Assignment and copy of patent) (NOTE) Albert T. Bremer owns 48% -	2030350	2/11/36	665,461	4/10/33	52%

Trusting that you will find the above in order, and with kindest regards, I am

Very truly yours

A. J. Sterman

AJS:W  
Enc.  
REGISTERED MAIL

P. S. Please acknowledge receipt of the above by returning copy of this letter with signature attached.

A.J.S.

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature

# CHARTERED INSTITUTE OF AMERICAN INVENTORS

BARRISTER BUILDING

*Complete Service for Inventors*



635 F STREET, N.W.

*Cable Address - "Chartamer"*

WASHINGTON, D. C.

December 2, 1938

TRUSTEES  
CHARLES BEARD  
J. H. GRIMES  
A. P. LAUFER

OWNED  
BY INVENTORS  
ESTABLISHED  
1924

Dear Mr. Fisher:                      Re: Patent #2,136,006

We hope you have had time to read the booklet, "17 Services for Inventors," recently sent you. It outlines a sales plan that has been employed successfully by inventors during the past fourteen years -- a simple, common-sense, economical method by which the invention is submitted in an attractive way to carefully selected manufacturers constituting its logical market. The object is to create all possible competition, so that the inventor may realize the maximum value of his invention.

Perhaps the reason we have not as yet received your membership application is that the value of the service offered you seemed unreasonably great for the moderate cost of membership. It is to be remembered, however, that the small expense of Institute membership is the result of economies effected during fourteen years' experience of the world's largest non-profitmaking association of inventors.

It is with the belief that you actually wish to sell your invention, but want first to make sure you will get the whole of the service our booklet describes, that we now enclose a "Membership Agreement" in duplicate, one copy of which we have signed. No agent (which we are not) and no organization of inventors (which we are) could sign so definite and explicit a contract and send it through the mails unless its conditions were thereafter strictly lived up to.

We believe you will find the Agreement satisfactory, for we have tried to make it completely protective. If you will kindly sign the unsigned copy and return to us, our service to you will promptly begin. Meanwhile, you are to keep our signed copy for your full protection.

Be assured that in our future relations with you, we shall not only live up to the letter of this Agreement, but will render you the whole of the agreed service in the spirit of genuine helpfulness and cooperation.

Very truly yours,

*Charles Beard*  
Secretary

CB/DC  
File:B

# MEMBERSHIP AGREEMENT

This agreement made by and between Carl G. Fisher hereinafter called the Inventor and whose post office address is Miami Beach, Florida, and the Chartered Institute of American Inventors, of Washington, D. C., a corporation formed under the laws of the District of Columbia and hereinafter called the Chartered Institute.

WITNESSETH that the Inventor hereby applies for membership in the Chartered Institute under the terms and conditions set out in its booklet, "17 Services for Inventors," and is agreeable to pay five dollars (\$5) in full of membership dues for twelve months from date of acceptance of this application. Promptly upon acceptance thereof, the Chartered Institute agrees to furnish the Inventor, without further charge, all service items described in said booklet and will then give the Inventor its full and best cooperation as set out in the booklet.

The Chartered Institute expressly stipulates that the Inventor shall be wholly free and exempt from any and all liability or obligation, of whatsoever nature, beyond the membership dues of \$5 for one year, which the Inventor now encloses. It is mutually agreed that the Inventor will not be obligated, at the end of the first year, to renew membership for any further period, but it is the expectation of the Chartered Institute that the service rendered will be so satisfactory that the Inventor will continue membership from year to year.

The Chartered Institute further agrees that if it should fail to acknowledge the Inventor's return of this Membership Agreement within three days of its receipt, or fail to render promptly thereafter, and in entire good faith, the whole of the service set out in its booklet, "17 Services for Inventors," the Chartered Institute will, upon request of the Inventor, refund in full the \$5 then paid as membership fee.

Signed and sealed by the Chartered Institute of American Inventors on this the 2nd day of December, 1938

CHARTERED INSTITUTE OF AMERICAN INVENTORS  
By *Charles Beard* Secretary

Signed by the Inventor on this the \_\_\_\_\_ day of \_\_\_\_\_, 1938

\_\_\_\_\_  
Inventor

Title or nature of invention (patented or unpatented) for which List B is to be prepared .....

If above invention is patented, state patent No. ....

If not patented, has patent been applied for? .....

Our records of manufacturers are very complete and are kept thoroughly up-to-date, but in specially compiling your List B, it would be helpful if you would add to our knowledge of your invention any information you can conveniently give below, such as:

(1) Different uses of your invention: .....

(2) Classes of manufacturers you think would be most interested: .....

**BUSINESS RESPONSIBILITY:** The fact that we are a responsible business corporation can readily be substantiated by special inquiry through Dun and Bradstreet, Inc., the nationally established commercial agency. As we are in a professional, rather than a mercantile, line and do not require credit from manufacturers and wholesalers, we are, of course, not listed in the agency's printed volumes, but it has full information regarding us on file.

# MEMBERSHIP AGREEMENT

This agreement made by and between **Carl G. Fisher** hereinafter called the Inventor and whose post office address is **Miami Beach, Florida**, and the Chartered Institute of American Inventors, of Washington, D. C., a corporation formed under the laws of the District of Columbia and hereinafter called the Chartered Institute,

WITNESSETH that the Inventor hereby applies for membership in the Chartered Institute under the terms and conditions set out in its booklet, "17 Services for Inventors," and is agreeable to pay five dollars (\$5) in full of membership dues for twelve months from date of acceptance of this application. Promptly upon acceptance thereof, the Chartered Institute agrees to furnish the Inventor, without further charge, all service items described in said booklet and will then give the Inventor its full and best cooperation as set out in the booklet.

The Chartered Institute expressly stipulates that the Inventor shall be wholly free and exempt from any and all liability or obligation, of whatsoever nature, beyond the membership dues of \$5 for one year, which the Inventor now encloses. It is mutually agreed that the Inventor will not be obligated, at the end of the first year, to renew membership for any further period, but it is the expectation of the Chartered Institute that the service rendered will be so satisfactory that the Inventor will continue membership from year to year.

The Chartered Institute further agrees that if it should fail to acknowledge the Inventor's return of this Membership Agreement within three days of its receipt, or fail to render promptly thereafter, and in entire good faith, the whole of the service set out in its booklet, "17 Services for Inventors," the Chartered Institute will, upon request of the Inventor, refund in full the \$5 then paid as membership fee.

Signed and sealed by the Chartered Institute of American Inventors on this the **2nd** day of **December**, 193**8**

CHARTERED INSTITUTE OF AMERICAN INVENTORS

By

Secretary

Signed by the Inventor on this the \_\_\_\_\_ day of \_\_\_\_\_, 193**8**.

\_\_\_\_\_  
Inventor

Title or nature of invention (patented or unpatented) for which List B is to be prepared .....

If above invention is patented, state patent No. ....

If not patented, has patent been applied for? .....

Our records of manufacturers are very complete and are kept thoroughly up-to-date, but in specially compiling your List B, it would be helpful if you would add to our knowledge of your invention any information you can conveniently give below, such as:

(1) Different uses of your invention: .....

(2) Classes of manufacturers you think would be most interested: .....

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*Membership  
Brings*

**YOU**

☆ ☆ 17 ☆ ☆

**SERVICES**

*for*

**INVENTORS**

## ITEMS sent upon acceptance

### Successful Sales Service for the Inventor:

- 1 List "A" of ONE THOUSAND principal patent buyers of the United States, kept thoroughly revised and up to date.
- 2 List "B" of fifty (50) manufacturers and patent buyers compiled individually for your particular device.
- 3 Copies of four tested letters for use in approaching prospective buyers of (1) patents; (2) pending applications, and (3) inventions not yet filed upon.
- 4 Protective contract forms for: (1) Outright sale of Inventions; (2) Royalty leases—so drawn as to guard against "shelving" your invention by providing guaranteed yearly minimum with royalty payable quarterly.
- 5 Conservative valuation of your invention for outright sale; also estimated earnings on royalty basis.
- 6 Form: "Proof of Invention" devised to afford the fullest legal protection to inventors while approaching manufacturers with unpatented ideas. Forms filed in fireproof files, free.
- 7 Booklet: "Institute Sales Plan" giving complete details of the most effective means for realizing on patents and pending applications.
- 8 Pamphlet: "Chartered Sales Plan" explaining how inventions not yet filed upon in the Patent Office may be legally safeguarded and then submitted effectively to prospective purchasers.
- 9 Three facsimiles showing how new ideas may best be placed before prospects—form A, for patents and pending applications; form B, for unpatented inventions.

## of Membership Application

### Successful Sales Service for the Inventor:

- 10 Brief: "Legal Steps in the Transfer of Unpatented Inventions" which details an up-to-date contract procedure designed to insure that the inventor will realize safely from manufacturers the agreed outright-sale price or stipulated royalty.
- 11 Pamphlet: "Sales and Advertising Scheme," in which the "catch" is pointed out in various patent selling proposals. Some fifteen frauds, which have cost many patentees dearly, are detailed and exposed to forewarn and forearm the inexperienced inventor.
- 12 Booklet: "Pertinent Information for Inventors," answering many questions of vital interest to inventors.
- 13 Guide: "Five Hundred Wanted Inventions"—types of inventions now in demand by manufacturers.
- 14 Treatise: "Stronger Patents at Reasonable Cost," gives information to inventors wanting to obtain, at moderate expense, the strongest possible patent protection on their new ideas.
- 15 Booklet: "Copyright Protection for Inventions," explaining how this very inexpensive Federal registration may be made to safeguard descriptions and drawings of new ideas.
- 16 Experienced advice on the more important problems and questions as they arise in your work as an inventor and marketer of new ideas. This is given you by letter, upon request, as you may require from time to time.
- 17 A Washington Office to represent you at the center of patent interests in the United States.

**CHARTERED INSTITUTE OF**

**AMERICAN INVENTORS**

# About the "C. I. A. I."

## Membership Dues:

Total dues are \$5 for twelve months, beginning on date of acceptance of membership application. This amount is payable at the time of application. As the Institute is a non-profit-making association of inventors, no credit or commission terms can be arranged. *There are no initiation fees, no assessments, no liabilities, no obligations of any kind. When your invention is sold there is no commission or sales fee to be paid anyone. You receive the entire purchase price.*



*Above is a view of one of the executive offices. The more difficult sales problems of inventors are dealt with in the privacy of these offices—especially questions pertaining to inventions not yet patented or otherwise legally safeguarded. Papers relating to inventions of this class are held confidentially in steel filing cases.*

**IMMEDIATELY** upon acceptance of your membership application, the service items, outlined on inside pages, will be sent you. You are not limited to advice and help on one invention, but may bring forward as many as you wish. In addition, you have the benefit, without extra charge, of a special study and survey by the Institute's experts of your inventions with suggestions how to realize their utmost value. This service is rendered on your first invention within one week after you become a member.



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**BUSINESS REPLY ENVELOPE**

FIRST CLASS PERMIT No. 1738-R, Sec 510 P. L. & R. WASHINGTON, D. C.

*Chartered Institute of American Inventors*

*Eighth Floor, Barrister Building*

*635 F Street Northwest*

*Washington, D. C.*



THOMAS W. MILTON  
8905 EAST JEFFERSON  
DETROIT, MICHIGAN

December 6, 1958

My dear "Skip":

Your letter of November 30 and the registered envelope containing the patents arrived in due course and in good order.

\*\*\*\*\*

Sincerely,

(Signed) Tom.



THOMAS W. MILTON  
8905 EAST JEFFERSON  
DETROIT, MICHIGAN

Skih:

The other envelope  
was stamped and sealed  
when I remembered this  
acknowledgement.

Tom.



# THE REX ENGINEERING CO.

PHONE  
KIRBY 1333MEMBERS OF  
AMERICAN SOCIETY MECHANICAL ENGINEERS  
CINCINNATI CHAMBER OF COMMERCE

3204 BEEKMAN ST.

CINCINNATI

Dec. 22, 1938

Mr. Carl G. Fisher  
Miami, Beach, Florida

Dear Sir:

After writing you some time past, we have looked into the merits of your invention more carefully and it is our opinion that it can be made a decided success, mechanically and commercially.

We have complete stamping facilities and have the very latest type of punch presses. We are prepared to do our own electric and acetylene welding, which makes our factory one of the best plants in our City for this particular kind of work.

We are particularly interested in manufacturing your device, as it seems as tho our equipment is especially adapted for the manufacture of your invention in large quantities. We believe that it would be to your best interest for you to send us a correct sample or model, or the best model that you have, so that we can go over the details of manufacturing and make you our best proposition on a contract basis. If you do not have a sample, send us a copy of your patent office drawing and we will make you our best proposition on the making of a correct sample, which is absolutely necessary to have, no matter what you intend doing with your patent.

We do not buy or sell patents or sell any of the devices we manufacture, but can manufacture your device in an economical manner and without any unnecessary delay at a reasonable price, so that it will appeal to the public. We feel as tho we can be of great assistance to you in helping you get your device on the market after we manufacture your first lot.

We ask you to give this matter serious consideration. You no doubt know the importance of doing business with a well rated old established business organization, a firm that occupies and owns its entire building, devoted exclusively to the manufacture of metal specialties of every description. We are an old established concern and if you will take the time to look up our financial standing, you will find that we have a first grade of credit. It costs you nothing to get our prices and there is no obligation incurred. Don't lose time, write us today.

Yours truly,  
THE REX ENGINEERING COMPANY
  
PRESIDENT

CW:CO

P. S. Have you received our catalogue MIND VS. MATTER?

REFERENCES: THE NORTHSIDE BANK &amp; TRUST CO. AND COMMERCIAL AGENCIES

ALL AGREEMENTS ARE CONTINGENT UPON STRIKES, ACCIDENTS, DELAYS OF CARRIERS AND OTHER CAUSES BEYOND OUR CONTROL

# CHARTERED INSTITUTE OF AMERICAN INVENTORS

BARRISTER BUILDING

635 F STREET, N.W.

*Complete Service for Inventors*

*Cable Address - "Chartamer"*

WASHINGTON, D. C.

January 30, 1939

TRUSTEES

CHARLES BEARD  
J. H. GRIMES  
A. P. LAUFER

OWNED  
BY INVENTORS  
ESTABLISHED  
1924

Dear Mr. Fisher:

What would you think if we offered to lend you our Sales Manager for the next week or two? You'd immediately put him to work marketing that patent of yours, wouldn't you?

Think what it would mean to have him with you every time you interviewed a manufacturer -- answering important questions, explaining away objections, summarizing the advantages of your device in a way that would result in its sale.

That's just the kind of practical aid you'll get from our 17 service items. They'll take the place of an experienced salesman -- will go right out to turn that patent of yours into cash.

Let's see how those service items will help you.

Do you know what your invention is worth, its logical market, how to approach prospective purchasers?

Suppose an interested manufacturer sent you a contract for your signature. would you know if that agreement would mean financial success for you or merely tie up your patent?

Again, when your patent issued, you were flooded with a great many patent selling propositions. Which were reliable? Which contained a "joker?" Were you able to locate the "catch?"

Our service items, 17 in number, cover those points and, in addition, give complete, easily followed details of the most effective means for realizing on your patent. Every one of those 17 items has been planned to assist you, as an inventor.

Just a minute -- in my enthusiasm for our service, I forgot one very important point: counsel on your sales problems based on fifteen years' experience in successful invention selling. Think what that means! In negotiating with a manufacturer, an important question arises -- you write the Institute -- right away you get the correct answer, and without costing you a penny.

"World's Largest Association of Inventors"

And, that isn't all.

Membership entitles you to place on your letter head, "Member, Chartered Institute of American Inventors," thus giving notice to all with whom you do business that you are not standing alone but have the counsel and support of the world's leading association of inventors.

This Institute was formed by inventors themselves so they might have an organization they could rely upon for dependable, efficient sales service. That the service has been satisfactory is best proven by the fact that we now have over 5000 members. The membership fee is but \$5 and entitles you to our 17 item service. Remember, there is no commission to be paid.

Read this letter over again, and then ask yourself, "Can I, a patentee, afford to be without that service?"

Of course you can't! So just fill out the attached application form. Send it in today along with the \$5 membership fee. There is no need of addressing an envelope -- use the reply envelope enclosed.

Sincerely yours,

CHARTERED INSTITUTE OF  
AMERICAN INVENTORS

By *Charles Beard*

Secretary

CB:BN  
File: C-P

I hereby make application for one year's membership in the Chartered Institute of American Inventors under the conditions described in the booklet sent me, "17 Services for Inventors." It is understood that I incur no obligation or expense beyond the membership dues of \$5 for twelve months, which I now enclose.

Promptly upon acceptance of my Membership Application, you are to send me the first fifteen service items listed in your booklet. The other two items are to be made available to me upon request.

Date.....193....

Name.....

Address.....

Patent No.....and Title of Invention.....

.....for which List B and Valuation are to

be prepared.

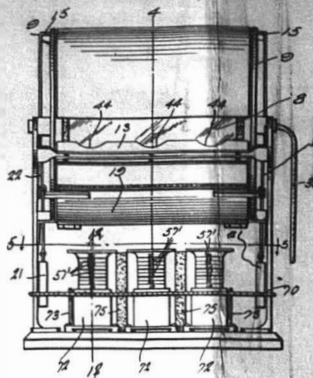
NOV 1 1930 C

VENTIONS (See Over)

on this sheet  
ventions actually  
tute sales plan.  
broadly typical  
either been sold  
.s. The inven-  
mpatented ideas.

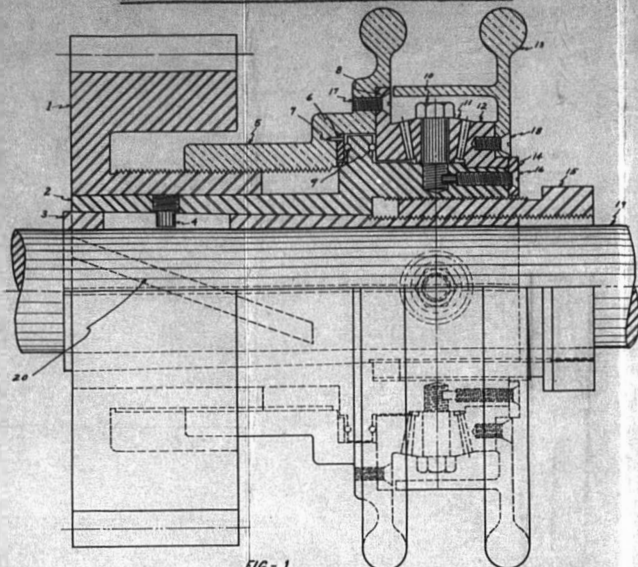
Layout Made for This Folder  
November 20, 1935

**EGG CANDLER AND GRADER COMBINED**



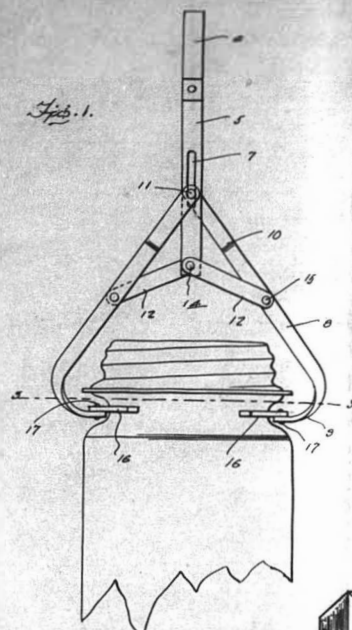
Front elevation of invention

**DIFFERENTIAL PRINTING AND ROLLER REGISTERING GEAR**



Section and plan of Differential Printing and Roller Registering Gear

**JAR LIPPER FOR KITCHEN USE**



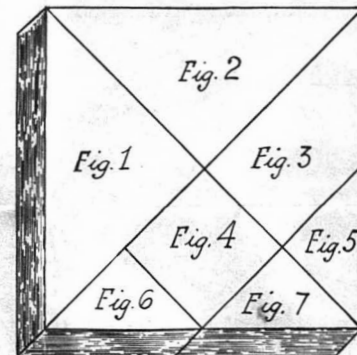
Elevation of invention showing engagement with neck of a jar

**GLAZIER'S POINT**



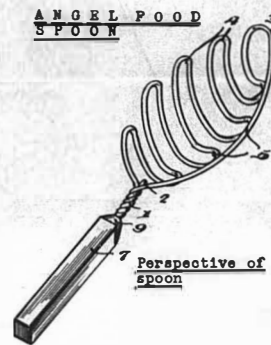
View of Glazier's Point; also a Point positioned on a putty knife for insertion

**"THE MAGIC SEVEN" -- A Game --**



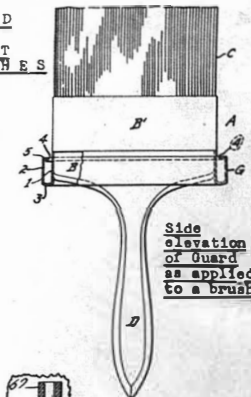
Perspective of the blocks constituting the invention when packed in a box

**ANGEL FOOD SPOON**



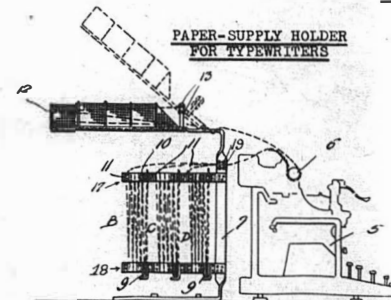
Perspective of spoon

**GUARD FOR PAINT BRUSHES**



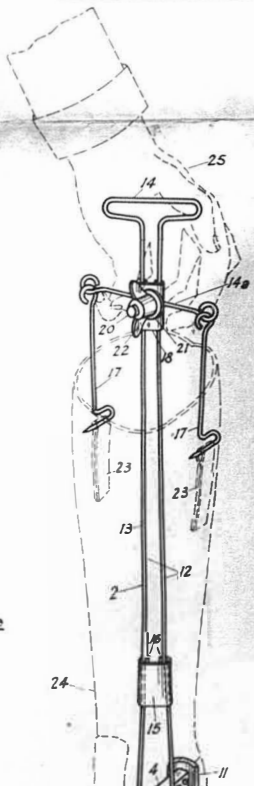
Side elevation of Guard as applied to a brush

**PAPER-SUPPLY HOLDER FOR TYPEWRITERS**



Side elevation and plan of invention as applied to a typewriter

**COMBINATION BOOT AND SHOE TREE**

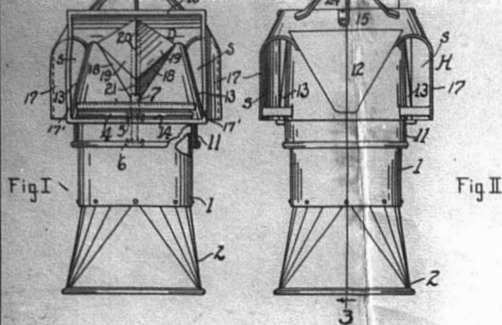


**Chartered Institute of American Inventors**  
Barrister Building, Washington, D. C.

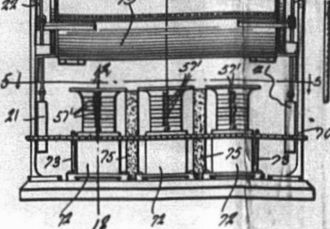
Photograph of one of the offices of the Chartered Institute of American Inventors, showing the kind of "working day" that has resulted in marketing the inventions illustrated on this sheet and numerous others for which there is now no space.



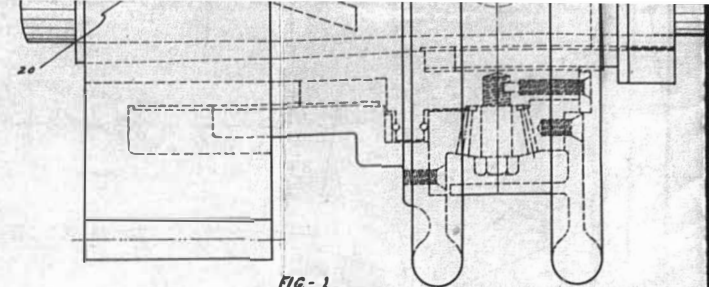
Above photograph is of the largest of the eleven offices of the Chartered Institute of American Inventors and indicates the kind of practical activity which alone can result in "Successful Selling of Inventions." The Institute also freely gives sound, helpful information in reply to the widely varied questions of inventor-members and cooperates efficiently with them in every way possible for a mutual, non-profitmaking association of inventors.



Front and rear elevations



Front elevation of invention



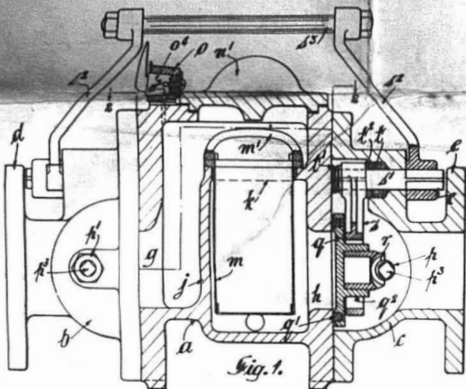
Section and Plan of Differential Printing and Roller Registering Gear

TWIN STRAINER AND VALVE FOR WATER MAINS

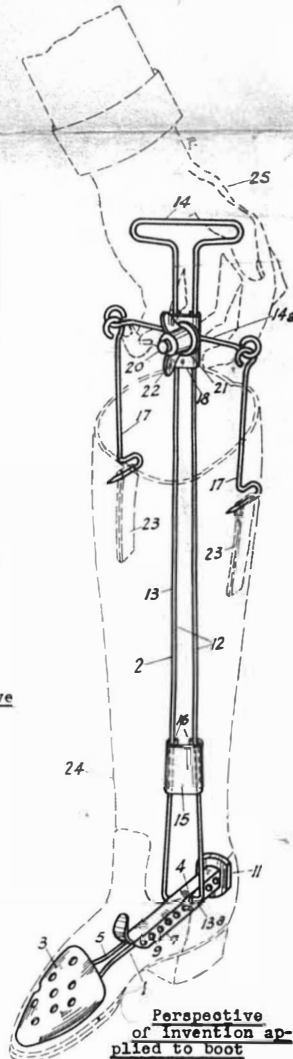
COMBINATION BOOT AND SHOE TREE

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Barrister Building, Washington, D. C.

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Sectional elevation of invention.

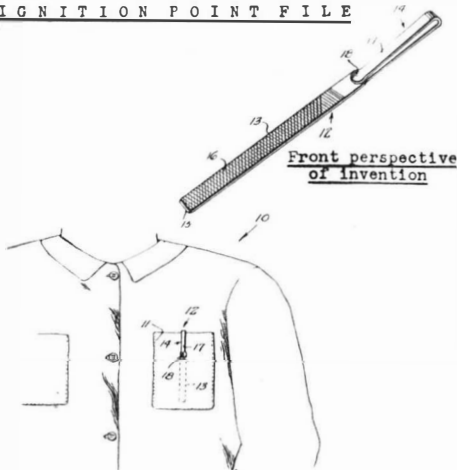


Perspective of invention applied to boot



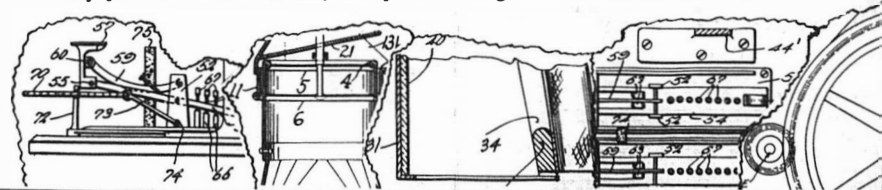
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IGNITION POINT FILE



Front perspective of invention

View showing invention carried in pocket





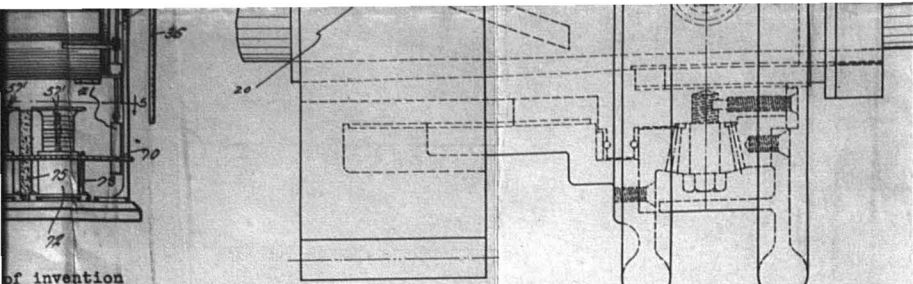
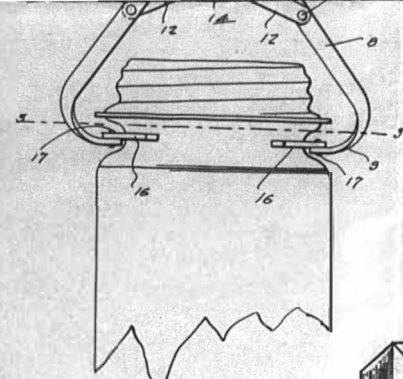


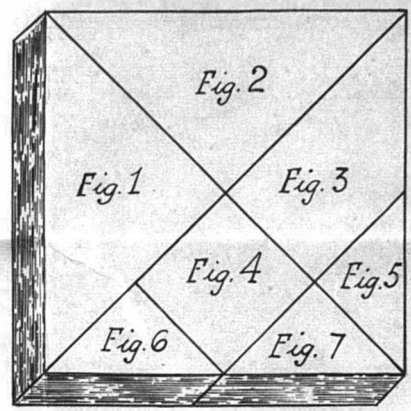
FIG-1  
Section and plan of Differential Printing and Roller Registering Gear



Elevation of invention showing engagement with neck of a jar

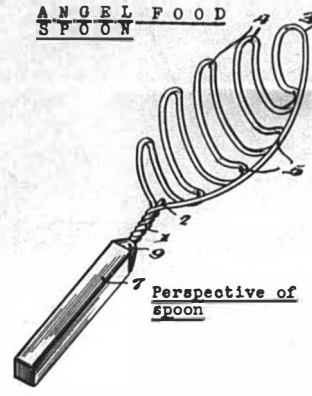
View of Glazier's Point; also a Point positioned on a putty knife for insertion

"THE MAGIC SEVEN"  
-- A Game --



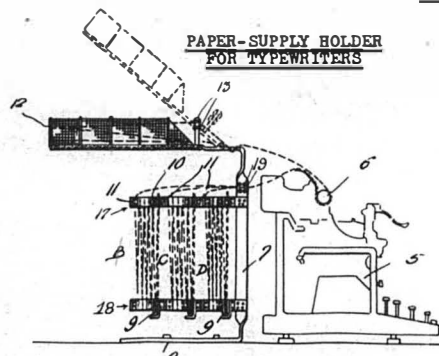
Perspective of the blocks constituting the invention when packed in a box

ANGEL FOOD SPOON



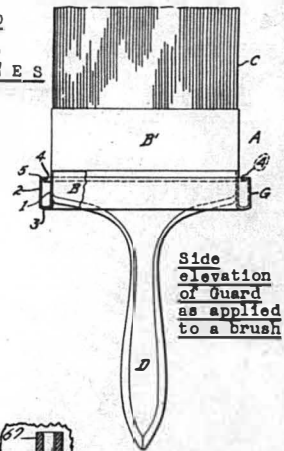
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PAPER-SUPPLY HOLDER FOR TYPEWRITERS



Side elevation and plan of invention as applied to a typewriter

GUARD FOR PAINT BRUSHES



Side elevation of Guard as applied to a brush

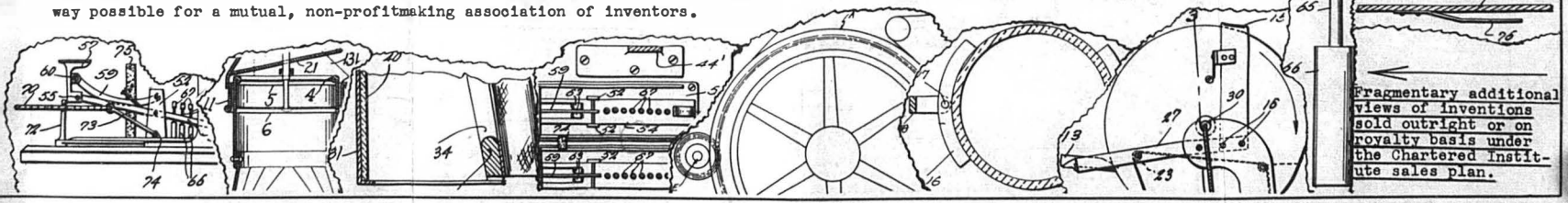
# Chartered Institute of American Inventors

Barrister Building, Washington, D. C.

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Fragmentary additional views of inventions sold outright or on royalty basis under the Chartered Institute sales plan.



can Inventors  
INVENTIONS  
License --  
ber 20, 1935

It is possible to repro-  
duced from inventor-  
to the success of the  
here shown cover both  
have been selected  
a "fair average" of  
and unpatented.  
was blocked out  
right not be deluged by  
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the full addresses  
of inventors who may  
of these particu-  
files of the corres-  
the actual sale or  
thus gain first-hand  
manufacturers and the

**BRO. CO.**  
METAL ROOFING  
PIPE  
DANE STREET  
CHICAGO

with you on a  
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MEYER & BRO. CO.  
Sec. & Treas.

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with be interested in  
77 basis, but it will  
be based on to us as  
representatives throughout  
the world such an article as  
your needs. Attention, as  
Emerson has starting this  
not very quickly in order to

# THE GREIST MANUFACTURING CO.

Chartered Institute of American Inventors,  
Barrister Building,  
Washington, D. C.

Gentlemen:-  
The writer has just returned from a business trip to find your letter of the 5th with proposed form of Exclusive Royalty Agreement. This agreement is satisfactory to us and we have signed and sealed same and are returning it herewith in order that you may send it to Mr. Routledge for his signature. We consider it to be a perfectly fair agreement and it is the only form that we would care to sign as covering this particular device.

As soon as we receive copy signed by Mr. Routledge we will proceed with getting out samples preparatory to the manufacture and sale of his Glazier's Point.

Yours very truly,  
*H.M. Greist*  
H.M. Greist, BQP  
THE GREIST MANUFACTURING COMPANY  
PRESIDENT.

Dear Sirs:  
In recognition of the splendid service you rendered me in successfully carrying through the sales campaign in behalf of my "Brazing Gun," I want to say that I know of no other concern that would have put the painstaking and persistent efforts into you negotiating and persistently carrying all correspondence up to the time through the factory, signed the agreement, but you managed with the question of the manufacturer and the attorney of the inventor had sound conviction that my invention had sound value.

The contract you closed with the manufacturer provides for payments extending over five years and amounting to \$5,000. I have already received two quarterly payments from your expense in rendering me the service you did not have accounted to number of times no additional membership fees of \$5, but you made no simply charge, saying that you made time to inventors generally in the very strongest terms.

Sincerely yours,  
*Jacob Spigelmilch*

Chartered Institute of American Inventors  
Barrister Building, 635 F St., N. W.  
Washington, D. C.

Dear Sirs:  
You have rendered me a very fine service in connection with my inventions and I want you to know that I appreciate your service fully. You have just enclosed me a letter from a manufacturer making me a definite offer on my machine and specifying a minimum yearly royalty which alone should net me, for the life of my patents, between \$40,000 and \$80,000. I expect to accept this offer unless I get a still better proposition from the other interested manufacturer within the next two or three weeks.

Sincerely Yours,  
*Chas. Niederer*

**ARCADE MANUFACTURING COMPANY**

June 24, 1935  
Chartered Institute of American Inventors  
8th Floor, Barrister Building  
Washington, D. C.

Gentlemen:  
I am glad to bear testimony to the satisfactory service you have rendered me as a member of your organization. Some months ago you prepared photo-line blue-prints on which my patented improvements in Multi-Color Printing Machines were illustrated and described. These prints were sent out with letters to a number of manufacturers you specially selected for my invention. As a result, a large manufacturing concern in the State of New Jersey made a contract with me under which they agreed to pay me a substantial and satisfactory royalty. They also paid the cost of patenting, meanwhile equipping to manufacture my invention.

The advice you freely gave me in all necessary details at different stages of my negotiations with the manufacturer in regard to conditions of contract, etc., was very helpful and greatly appreciated by me.

Very truly yours,  
*Frank L. Kaiser*

ICE PORCELAIN WORKS  
Parade Building, 370  
ALLIANCE, OHIO  
State of America  
Landing  
D.C.

Best offer on the company  
I received from the inventor  
of a steel bath and tub fixture.  
On October 17, 1935, Mr. Joe  
Spiegelhalter wrote me that  
the Star Brush Manufacturing  
Company would make their  
fourth payment on November  
4, 1935. This was joyfully  
received.

I have received the copies of the agreement which you drew up and throughout as these are one or two changes which I thought advisable to make. I have had my attorney draw them and am sure you will find nothing in them not entirely acceptable to me. In them not entirely acceptable to me. Spiegelhalter, or to you as his adviser.

I have signed both of these copies and will appreciate your having Mr. Spiegelhalter sign them and return the original to me.

Yours very truly,  
*General Manager*  
STAR BRUSH MFG. CO. INC.

Chartered Institute of American Inventors  
8th Floor, Barrister Building  
Washington, D. C.

Gentlemen:  
I am pleased to say that the Chartered Institute of American Inventors rendered me a satisfactory and helpful service in getting out attractive photo-line blue-prints for my game, the "Magic Seven" and I was successful in selling my invention. I am glad indeed to commend the services of the Chartered Institute of American Inventors to any inventor who has a good invention to market.

Very truly yours,  
*Henry Bonds*

Chartered Institute of American Inventors  
800 Barrister Building  
Washington, D. C.

In answer to your letter of the 2nd inst. to say that I have sold my invention.

# Clairemont Sterilized Egg Co.

Shell Treating Equipment and Supplies  
443 N. PENNSYLVANIA STREET  
INDIANAPOLIS, IND.

October 14, 1935  
Chartered Institute of American Inventors,  
Barrister Building,  
Washington, D. C.

Gentlemen:  
We are pleased to acknowledge your letter of October 7th and we feel that your idea is about right in regard to royalty. We might suggest that you draw up an agreement on the basis of 5% to become effective after we have completed the machine and put it out in practical use long enough to get the bugs out and prove up on its utility. As above mentioned, the sooner the models are sent here for this purpose, the better for there is no time to lose if we are going to attempt to put the machine on the market in time for next Spring's operations.

Yours truly,  
CLAIREMONT STERILIZED EGG CO.  
*G. G. Howard*

STAR BRUSH MANUFACTURING CO. INC.  
BUSINESS POINT AVENUE AT MARLER STREET  
LONG ISLAND CITY, N.Y.

Oct. 19, 1935  
Chartered Institute of American Inventors  
635 F Street, N. W.  
Washington, D. C.

Attention: Mr. C. Beard  
Gentlemen:  
I have received the copies of the agreement which you drew up and throughout as these are one or two changes which I thought advisable to make. I have had my attorney draw them and am sure you will find nothing in them not entirely acceptable to me. In them not entirely acceptable to me. Spiegelhalter, or to you as his adviser.

I have signed both of these copies and will appreciate your having Mr. Spiegelhalter sign them and return the original to me.

Yours very truly,  
*General Manager*  
STAR BRUSH MFG. CO. INC.

Chartered Institute of American Inventors  
800 Barrister Building  
Washington, D. C.

BBS MFG. CO.  
SPECIALIZES FOR THE  
DPS AND NOTICE

Chartered Institute of American Inventors  
800 Barrister Building  
Washington, D. C.

Gentlemen:  
In reply to your recent letter of inquiry, I take pleasure in stating that through the Sales Plan, a large manufacturer of Mixed Paper was interested in my invention of Mixed Paper which I accepted as a royalty, and improved the Chartered Institute as the sole promoter and believe that it will be the most successful invention if it will be the most successful

Contrast the character of the letters here photographed with letters "showing interest" often reproduced by patent promoters. Practically every enterprising manufacturer will, in reply to inquiries, say he "would be glad to examine any pro-

# Chartered Institute of American Inventors

June 26, 1935  
Barrister Building  
Washington, D. C.

Dear Sirs:  
I am in receipt of your letter of the 24th instant and am interested in your plans for still further increasing your service to inventors. You have already done excellent work in negotiating with the Illinois manufacturer. The royalty contract you have had his sign is quite satisfactory, particularly as the manufacturer is taking immediate steps to spend into production and is going to a considerable amount in going this. I feel confident it will advance a great while before I get an income that will be of much help to me.

Very truly yours,  
*Arthur O. Wilcox*

Chartered Institute of American Inventors  
American Inventors  
635 F Street, N. W.  
Washington, D. C.

Gentlemen:  
Your letter of the 22nd instant with royalty contract signed by the Feoria manufacturer has been received. I want to express my appreciation of the very satisfactory way in which you handled negotiations.

Very truly yours,  
*Frank J. Abarnack*

COLUMBIA PROTEKTO/ITE CO.  
INCORPORATED

Chartered Institute of American Inventors,  
Barrister Building,  
WASHINGTON, D. C.

May 18, 1935.  
Att: Mr. Charles Beard,  
Secretary -  
Dear Mr. Beard:  
RE: YOURS MAY 17TH

We are sorry that Mr. Webb has not seen fit to accept our offer of May 13th, which we feel is a very liberal one. Of course, he has no idea of the expense that is involved in producing a thing of this kind on the market, or he would feel perfectly satisfied with the offer.

We have had considerable experience with inventors however, and we appreciate that on the whole they have very little idea of what it costs to launch a new item. We want to be entirely fair with Mr. Webb however, and we now make this proposition, namely: \$1500 cash for all rights, \$500 cash on signing the contract, and the balance, \$1000, payable in equal quarters: January 1st, 1936, July 1st, 1936, January 1st, 1937 and July 1st, 1937.

This is our final offer and if Mr. Webb does not see fit to accept, please notify us and we will return the model which we have to you.

Very truly yours,  
*Chas. Beard*  
COLUMBIA PROTEKTO/ITE CO., Inc.

June 26, 1935  
Chartered Institute of American Inventors  
Barrister Building  
Washington, D. C.

Dear Sirs:  
I have received the copies of the agreement which you drew up and throughout as these are one or two changes which I thought advisable to make. I have had my attorney draw them and am sure you will find nothing in them not entirely acceptable to me. In them not entirely acceptable to me. Spiegelhalter, or to you as his adviser.

I have signed both of these copies and will appreciate your having Mr. Spiegelhalter sign them and return the original to me.

Yours very truly,  
*General Manager*  
STAR BRUSH MFG. CO. INC.

Chartered Institute of American Inventors  
800 Barrister Building  
Washington, D. C.

BBS MFG. CO.  
SPECIALIZES FOR THE  
DPS AND NOTICE

Chartered Institute of American Inventors  
800 Barrister Building  
Washington, D. C.

Gentlemen:  
In reply to your recent letter of inquiry, I take pleasure in stating that through the Sales Plan, a large manufacturer of Mixed Paper was interested in my invention of Mixed Paper which I accepted as a royalty, and improved the Chartered Institute as the sole promoter and believe that it will be the most successful invention if it will be the most successful

Contrast the character of the letters here photographed with letters "showing interest" often reproduced by patent promoters. Practically every enterprising manufacturer will, in reply to inquiries, say he "would be glad to examine any pro-

Rhineland Refrigerator Corporation  
MANUFACTURERS  
Rhineland, Wisconsin

Note by Chartered Institute: Above named Rhineland Refrigerator Corporation wrote us asking what terms and what amount of royalty the holder of this patent would demand for the Milk Cooler of Thomas L. Edwards. The matter is in consideration at the time this folder is going to press, viz., November 20, 1935.

royalty arrangement. Visiting inventors may thus gain first-hand knowledge of the kind of letters we write manufacturers and the persistent efforts we make to "close the deal."

**F. MEYER & BRO. CO.**  
 CAPITAL STOCK \$100,000.00  
**HARDWARE-SHEET METAL & ROOFING**  
**HANDY FURNACE PIPE**  
 1311-1313 SOUTH ADAMS STREET  
 TELEPHONE 4-4111  
 PROHIA, ILLINOIS

May 7, 1935

Chartered Institute of American Inventors  
 Washington, D. C.

Gentlemen:

We have now determined to go along with you on a contract or agreement to make up ventilators at the proposed royalty of 5% and request that you fix this up accordingly.

It is our intantion to call this ventilator "Syphon-Air" and it will probably be necessary that we have this name copyrighted and you might give us some information on this.

Yours very truly,  
 F. MEYER & BRO. CO.

GEO. HARMS  
 AL

**F. MEYER & BRO. CO.**  
 CAPITAL STOCK \$100,000.00  
**HARDWARE-SHEET METAL & ROOFING**  
**HANDY FURNACE PIPE**  
 1311-1313 SOUTH ADAMS STREET  
 TELEPHONE 4-4111  
 PROHIA, ILLINOIS  
 November 16, 1935

Chartered Institute of American Inventors  
 Barrister Building  
 Washington, D. C.

Gentlemen:

It is now time for us to pay the first quarterly commission, or royalty, on the invention we took over some time ago thru your office. We request to know before sending on the check, I immediately upon hearing whom this should be sent. From you we will remit.

Yours very truly,  
 F. MEYER & BRO. CO.

**THE FRANK P. LAUNDE LINA**  
 BUILDING MAINTENANCE ENGINEERS  
 MANUFACTURERS OF  
 CLEANING EQUIPMENT AND ACCESSORIES  
 281 Vermont Square  
 MONTREAL  
 March 23rd, 1935

Chartered Institute of American Inventors  
 Barrister Building,  
 D.C.

Dear Sirs: In answer to your letter of March 14th, in regard to Lebeque Sanitary Manufacturers, we would be interested in handling these articles for us to have one % Royalty basis, but it will be necessary for us to have one of these sent on to us so that we may test and arrive at a cost basis.

Our organization with representatives throughout the country is well equipped to handle such an article, so we would ask you to give this your immediate attention as there is a large building programme just starting in this country and we would have to act very quickly in order to get some of this new business.

Yours truly,  
 FRANK P. LAUNDE LIMITED,  
 Port:

Note By Chartered Institute: Above named Arcada Manufacturing Company, referring to Mr. E. Weidner's Pickadilly Barbecue, etc., wrote us on August 24, 1935, that the invention looked like something they could make very attractively. Inquired what royalty would be asked. Matter is in negotiation at the time this folder is going to press, viz., November 20, 1935

**ARCADE MANUFACTURING COMPANY**

INCORPORATED 1888  
 FOUNDRY MOLDING MACHINERY AND EQUIPMENT  
 REFRIGERATOR HARDWARE  
 COFFEE MILLS-HARDWARE-TOYS  
 FREEPORT, ILLINOIS, U.S.A.

Sincerely yours,  
 Otto Niederer

Chartered Institute of American Inventors  
 Barrister Building, 636 F St., N. W.  
 Washington, D. C.

Dear Sirs:

You have rendered me a very fine service in connection with my inventions and I want you to know that I appreciate your services very fully. You have just enclosed me a letter from a manufacturer making me a definite offer on a manufacturer specifying a minimum yearly royalty my machine and for the life of my patents, between \$40,000 and \$50,000. I expect to accept this offer unless I get a still better proposition from the other interested manufacturer within the next two or three weeks.

**ARCADE MANUFACTURING COMPANY**

INCORPORATED 1888  
 FOUNDRY MOLDING MACHINERY AND EQUIPMENT  
 REFRIGERATOR HARDWARE  
 COFFEE MILLS-HARDWARE-TOYS  
 FREEPORT, ILLINOIS, U.S.A.

Sincerely yours,  
 Otto Niederer

Chartered Institute of American Inventors  
 Barrister Building, 636 F St., N. W.  
 Washington, D. C.

Dear Sirs:

You have rendered me a very fine service in connection with my inventions and I want you to know that I appreciate your services very fully. You have just enclosed me a letter from a manufacturer making me a definite offer on a manufacturer specifying a minimum yearly royalty my machine and for the life of my patents, between \$40,000 and \$50,000. I expect to accept this offer unless I get a still better proposition from the other interested manufacturer within the next two or three weeks.

**ARCADE MANUFACTURING COMPANY**

INCORPORATED 1888  
 FOUNDRY MOLDING MACHINERY AND EQUIPMENT  
 REFRIGERATOR HARDWARE  
 COFFEE MILLS-HARDWARE-TOYS  
 FREEPORT, ILLINOIS, U.S.A.

Sincerely yours,  
 Otto Niederer

As soon as we receive copy signed by Mr. Routledge we will proceed with getting out samples preparatory to the manufacture and sale of his Glasier's Point.

Yours very truly,  
 H.M. Greist  
 THE GREIST MANUFACTURING COMPANY  
 PRESIDENT.

Dear Sirs:

In recognition of the splendid service you rendered me in successfully carrying through the sales campaign in behalf of my "Brush Guard," I want to say that I know of no other concern that would have put the negotiating and persistent efforts into you did. Not only with the manufacturer that all correspondence up to the time through the question of the validity of my patent with the question of the manufacturer and convinced him that my invention had sound protection.

The contract you closed with the manufacturer provides for payments extending over five years and amounting to \$5,000. I have already received two quarterly payments from the manufacturer.

Your expense in rendering me the service you did must have amounted to a number of times my yearly membership fee of \$5, but you made no additional charge, saying that your efforts were simply those to which my membership entitied me. I want to commend your organization to inventors generally in the very strongest terms.

Sincerely yours,  
 Joseph Spiegelhalter

November 5, 1935

ICE PORCELAIN PRODUCTS  
 Parallels Sanitary Ware  
 ALLIANCE, OHIO  
 June 24, 1935

Best offer on the costly lead steel bath and...  
 Note By Chartered Institute: On October 17, 1935, Mr. Jos. Spiegelhalter wrote us that the Star Brush Manufacturing Company payment on November 4, 1935. This was duly done.

**Chartered Institute of American Inventors**  
 BARRISTER BUILDING - 635 F STREET, N. W.  
 EIGHTH AND HEEZAHINE FLOORS  
 Washington, D. C.

Chartered Institute of American Inventors  
 8th Floor, Barrister Building  
 Washington, D. C.

Gentlemen:

I am pleased to say that the Chartered Institute of American Inventors rendered me a satisfactory and helpful service in getting out attractive Photo-line blue-prints for my Game, the "Magic Seven," and I was glad indeed to commend my invention. I am glad indeed to commend the services of the Chartered Institute of American Inventors to any investor who has a good invention to market.

Very truly yours,  
 Henry Ernst

July 16, 1935

Chartered Institute of American Inventors  
 800 Barrister Building  
 Washington, D. C.

Attention: Mr. Charlee Beard, Secretary

Gentlemen:

In answer to your letter of the 2nd inst., I wish to say that I have sold my entire rights to my invention, "Ignition Point File," United States patent #1,949,188, to Heller Brothers Company of Newcomerstown, Ohio, and necessary papers have been signed before a notary public, and the transaction concluded in an entirely satisfactory manner. I want to thank you cordially for the good help you gave me in this sales undertaking.

Yours very truly,  
 Bekio Nibeno

Very truly yours,  
 Frank J. Kaiser

Chartered Institute of American Inventors  
 635 F Street, N. W.,  
 Washington, D. C.

Attention: Mr. C. Spiegelhalter

Gentlemen: I have received the copies of the documents which you drew up and in there are one or two changes which I thought advisable to make. Our attorney draw them and we will find nothing in them not acceptable to Mr. Spiegelhalter, you as his adviser.

I have signed both of these copies and will appreciate your having Mr. Spiegelhalter sign them and return the originals to me.

Yours very truly,  
 STAR BRUSH MFG. CO. INC.  
 GENERAL MANAGER

**BBS MFG.**  
 SPECIALTIES  
 D.S. AND

Interested Investor

...and are returning it to Mr. Routledge as the only form that we would care to sign on this particular device.

As soon as we receive copy signed by Mr. Routledge with getting out samples preparatory to the manufacture and sale of his Glasier's Point.

Yours very truly,  
*H.M. Greist*

THE GREIST MANUFACTURING COMPANY  
PRESIDENT

Dear Sirs:  
In recognition of the splendid service you rendered me in successfully carrying through the sales campaign in behalf of "Brush Guard," I want to say that I know of no other concern that would have put the negotiating and persistent efforts into you did. Not only did the manufacturer and all correspondence up to the time through that you signed the agreement, but you argued with the question of the validity of my patent convinced him that my invention had sound protection.

The contract you closed with the manufacturer provides for payments extending over five years and amounting to \$5,000. I have already received two quarterly payments from the manufacturer.

Your expense in rendering me the service you did must have amounted to a number of times my yearly membership fee of \$5, but you made no additional charge, saying that you made yours simply those to which my membership entitles me. I want to commend your organization to inventors generally in the very strongest terms.

Sincerely yours,  
*Joseph Spiegelhalter*

November 5, 1935

Chartered Institute of American Inventors  
Barrister Building, 635 F St., N. W.  
Washington, D. C.

Dear Sirs:  
You have rendered me a very fine service in connection with my inventions and I want you to know that I appreciate your services very fully. You have just enclosed me a letter from manufacturer making me a definite offer on my machine and specifying a minimum yearly royalty which alone should net me, for the life of my patents, between \$40,000 and \$50,000. I expect to accept this offer unless I get a still better proposition from the other interested manufacturer within the next two or three weeks.

Sincerely yours,  
*Otto Niedner*

**ARCADE MANUFACTURING COMPANY**  
INCORPORATED 1888  
FOUNDRY MOLDING MACHINERY AND EQUIPMENT  
REFRIGERATOR HARDWARE  
COFFEE MILLS-HARDWARE-TOYS  
Piquette, Illinois, U.S.A.

Chartered Institute: Above named Arcade Manufacturing Company, rep. Mr. E. Weidner's P. Pickadilly Barbecue, etc., wrote us on August that the invention looked like something they could make very well. Inquired what royalty would be asked. Matter is in negotiation at the time this folder is going to press, viz., November 20, 1935.

The advice you freely gave me at different stages in the necessary details at the manufacturer's, was very helpful and greatly appreciated by me.

Very truly yours,  
*Frank L. Kaiser*

ICE PORCELAIN PRODUCTS  
Parsons Stationery Works  
ALLIANCE, OHIO

Best offer on the comb of steel teeth and...  
On October 17, 1935, Mr. J. Spiegelhalter wrote us that the Star Brush Manufacturing Company payment on November 4, 1935. This was duly done.

**Chartered Institute of American Inventors**  
BARRISTER BUILDING - 635 F STREET, N. W.  
EIGHTH AND MEEHANING FLOORS  
Washington, D. C.

Chartered Institute of American Inventors  
8th Floor, Barrister Building  
Washington, D. C.

Gentlemen:  
I am pleased to say that the Chartered Institute of American Inventors rendered me a satisfactory and helpful service in getting out attractive Photo-line blue-prints for my game, the "Magic Seven," and I was glad indeed to command the services of the Chartered Institute of American Inventors to any inventor who has a good invention to market.

Very truly yours,  
*Henry Berns*

Chartered Institute of American Inventors  
800 Barrister Building  
Washington, D. C.

Attention: Mr. Charles Beard, Secretary

Gentlemen:  
In answer to your letter of the 2nd inst., I wish to say that I have sold my entire rights to my invention, "Friction Point File," United States Patent #1,949,128, to Heller Brothers Company of Newcomerstown, Ohio, and necessary papers have been signed before a notary public, and the transaction concluded in an entirely satisfactory manner. I want to thank you cordially for the good help you gave me in this sales undertaking.

Yours very truly,  
*Orlio Heleno*

Yours very truly,  
*Star Brush Mfg. Co. Inc.*  
GENERAL MANAGER

**BBS MFG.**  
SPECIALTIES FOR THE  
D.S. AND NOTICE

Chartered Institute of American Inventors  
800 Barrister Building  
Washington, D. C.

July 16, 1935

purpose, the better for there is no time to lose if we are going to attempt to put the machine on the market in time for next Spring's operations.

Yours truly,  
CLAREMONT STERILIZED EGG CO.  
*Co. G. Howard*

**STAR BRUSH MANUFACTURING CO. INC.**  
HUTCHINS POINT AVENUE AT HAWLEY STREET  
LONG ISLAND CITY, N. Y.

Chartered Institute of American Inventors  
635 F Street, N. W.  
Washington, D. C.

Attention: Mr. C. Beard  
Gentlemen:  
I have received the copies of the agreements which you drew up and inasmuch as there are one or two changes which I thought advisable to make, we have had our attorney draw them and as sure you will find nothing in them not entirely acceptable to Mr. Spiegelhalter, or to you as his adviser.

I have signed both of these copies and will appreciate your having Mr. Spiegelhalter sign them and return the original to me.

Oct. 19, 1935



**COLUMBIA PROTEKTO-SITE CO.**  
INCORPORATED

Chartered Institute of American Inventors  
Barrister Building,  
WASHINGTON, D. C.

Att: Mr. Charles Beard,  
Secretary -

Dear Mr. Beard:

We are sorry that Mr. Webb has not seen fit to accept our offer of May 13th, which we feel is a very liberal one. Of course, he has no idea of the expense that is involved in putting a thing of this kind on the market, or he would feel perfectly satisfied with the offer.

We have had considerable experience with inventors however, and we appreciate that on the whole they have very little idea of what it costs to launch a new item. We want to be entirely fair with Mr. Webb however, and we now make this proposition, namely: \$1500 cash for all rights, \$500 cash on signing the contract, and the balance, \$1000, payable in equal quarters; January 1st, 1936, July 1st, 1936, January 1st, 1937 and July 1st, 1937.

This is our final offer and if Mr. Webb does not see fit to accept, please notify us and we will return the model which we have to you.

Chartered Institute of American Inventors  
800 Barrister Building  
Washington, D. C.

In reply to your recent letter of inquiry, I take pleasure in stating that through following the method outlined in the Chartered Institute Sales Plan, a large manufacturer of Minneapolis was interested in my invention, an improved "Angel Cake Spoon," and made me a royalty proposition which I accepted. I regard the selling plan of the Chartered Institute as thoroughly efficient and believe that it will result in disposing of any invention if it is at all marketable.

Very truly yours,  
*The Francis W. Conlan*

Contrast the character of the letters here photographed with letters "showing interest" often reproduced by patent promoters. Practically every enterprising manufacturer will, in reply to inquiries, say he "would be glad to examine any promising new invention." In the last ten or eleven years, the Chartered Institute of American Inventors has certainly received at least fifty thousand unsolicited letters of inquiry for new inventions. The Institute's noteworthy achievement has been to turn manufacturers' preliminary interest into actual purchases of inventions, as shown on this sheet.

Note by Chartered Institute: Above named Rhineland Refrigerator Corporation wrote us asking what terms and what amount of royalty the holder of the patent would demand for the Milk Cooler of Thomas L. Edwards. The matter is in negotiation at the time this folder is going to press, viz., November 20, 1935.

**Rhineland Refrigerator Corporation**  
MANUSACRYANS  
Rhineland, Wisconsin

June 26, 1935

Chartered Institute of American Inventors  
635 F Street, N. W.  
Washington, D. C.

Gentlemen:

Your letter of the 22nd instant with royalty contract signed by the Peoria manufacturer has been received. I want to express my appreciation of the very satisfactory way in which you handled negotiations.

Very truly yours,  
*Frank J. Abamank*

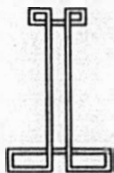
CARL TADT, N. J.  
May 18, 1935.

RE: YOURS MAY 17th

*Service Item No. 7*

*Institute*

# SALES PLAN



CHARTERED INSTITUTE  
OF  
AMERICAN INVENTORS

BARRISTER BUILDING  
WASHINGTON, D.C.

Copyright, 1937, by Chartered Institute of American Inventors

I N S T I T U T E   S A L E S   P L A N

Efficient      Tenth Edition      Economical

Note: This "Institute Sales Plan" is for Selling Patents and Pending Applications. For Marketing Inventions Not Yet Filed on in the Patent Office Please Refer to the Booklet, "Chartered Sales Plan".

There is a wide market today for the better class of protected inventions. Manufacturers must make more substantial profits to meet increased costs of production. This they can do only through handling inventions that are patented or can be protected in that way. Unprotected Items are now cut so sharply that practically no margin of profit is left. However, many inventions are now being offered manufacturers and the class of executives who buy most of the patents marketed today are busy, critical men. A proposition to interest them must be concise, quickly understandable. The "Institute Sales Plan," devised to meet such requirements, provides a special type of photo-line blue-prints found most effective in creating interest and inquiry. The new idea is brought forward with all possible skill and care. The illustration is artistic, clear and sharp. The accompanying description concisely covers essential construction and operation -- avoids non-essentials. Illustration and description go on the same blue sheet -- no referring back and forth to distract attention, as with two or more sheets.

Once the business executive is favorably impressed, he will ordinarily have his chief engineer, sales manager, or other department head, go into particulars of the invention. Then, but not till then, will a copy of the patent be advisable. Patents are "hard reading" and should not be submitted until the prospect is interested to the point of inquiry. Patents were never meant to sell inventions, but to define and protect the inventor's rights. Printed circulars are unfortunate at any time -- look like a broadcasting campaign in behalf of a "hard seller."

Briefly summed up, the Institute Sales Plan provides a quick, effective "opening wedge" to the attention and interest of the class of important officials who actually buy inventions. It is the brief, direct, modern way to make clear the outstanding features of a new invention and to convince executives of its commercial value. The

outstanding feature of our Sales Plan is the photo-line blue-print.

Cost of Photo-Line Blue-Prints:

	Medium 8 1/2" x 14"	Large 14" x 17"
	Members' Prices	
Special study of invention and preparation of concise description....	\$ 3.50	\$ 4.50
Photograph of drawings for layout.....	1.50	1.65
Layout of drawings and description.....	2.25	2.90
Photograph of layout...	1.35	1.85
Photo-etching of metal printing-plate.....	2.40	2.90
Press make-ready, paper, printing, etc.....	<u>5.85</u>	<u>7.95</u>
Total cost of 200 blue-prints	\$16.85	\$21.75

To non-members, prices are \$21.05 and \$27.20, respectively, for the two sizes. The medium size blue-prints are large enough where there is but a single sheet of patent drawings with Figs. of small or medium size. If the Figs. are large, or if there are two or more sheets of drawings, the large prints should be used. It is practically impossible to make up a sample print in advance, as nearly the entire expense of 200 prints is incurred before any prints at all can be made.

There is little economy in ordering 50 or 100 blue-prints instead of 200, as most of the outlay is for getting ready for printing, not for the paper itself, although we use a superior grade of blue bond paper. (Cost of 50 medium size prints is \$14.85; 100, \$15.50. For 50 large size prints, \$18.60; for 100, \$19.65.) However, 200 blue-prints are not too many for a thoroughgoing sales campaign. That quantity is practically an insurance of finally selling any invention, if it is at all salable. You can not be sure you have found your best market till you have approached all promising prospects. If the manufacturers on your present List B should not make a satisfactory offer for your invention, it may be advisable to put your invention before additional prospects. There would be comparatively little additional expense in approaching 50 more manufacturers or even 100, once you have enough blue-prints on hand. Then, too, there is your List A of 1000 Chief Patent Buyers from which additional names may be selected.

For most devices, a second list "B" can be selected; for some, a third list. (We keep duplicates of all prospect lists made

up for you.) These lists we prepare at members' rates of \$3 for 50 names and addresses, or \$5 for 100, if ordered at one time. List for any one invention may cover manufacturers of the United States, or Canada, or both. (On your blue-prints may be mentioned not only your U. S. rights, but those in Canada or elsewhere.) A thoroughgoing sales campaign may readily result in your realizing double as much for your invention as if you had accepted the first offer received.

#### Terms on Blue-Prints:

When full cash accompanies order, we prepay parcel post charges and insurance to any point in the United States or Canada. Not less than half cash should accompany order, if balance is to be paid C. O. D. Shipping and collection charges will then be collect. Time payments may be arranged, if desired. When total of payments equals half of order, the blue-prints will be gotten out. Balance may also be paid in installments -- shipment to be made when payments are completed. Commission arrangements can not be made, because we are incorporated as a non-profitmaking society of inventors and can not subject the funds of members to any financial risk or expense-outlay in the hope of making a profit.

#### Data for Your Blue-Prints:

We would appreciate any suggestion in regard to features or advantages of your invention that you want specially emphasized in the description. However, our article writers are experienced men and can, if need be, prepare the description without your supplying any special data, provided patent has already issued and a copy thus available at the Patent Office. Description will be submitted to you for O. K. Write-ups average about 350 words for the medium size prints and about 600 for the large size.

If your patent application is pending, you are to supply us with a print of drawings, in black line, of the views to be shown on your blue-prints; also a copy of your specification, or a sufficient description to enable us to understand construction. See separate "Order Form" in regard to method of obtaining data from Patent Office if necessary.

#### Illustrations:

Ordinarily, it is better to use your official patent drawings for blue-print illustrations. If you have made any improvements since patent was applied for, you

can either explain later to interested prospects, or may supplement your official Figs. by one or more new Figs. at slight expense, viz., \$3.50 for half sheet or \$5 per sheet of drawings. If the official Figs. of your patent are altered for your blue-prints, an interested prospect may note the difference when he later examines copy of your patent, and jump to the conclusion that you are trying to conceal some weakness in your patent. This may, of course, be explained away, but such impressions are usually hard to wholly remove.

Photographs of models can not be used for reproduction on blue-prints, unless half-tones are first made from the photographs -- cost of half-tone is \$3.50 for ordinary sizes. Electro or printing blocks are not desired, but clear proofs or prints therefrom can be photographed by us if in black.

#### Inventions Not Filed On:

If you wish to protect and market your invention before patenting, please see "Chartered Sales Plan."

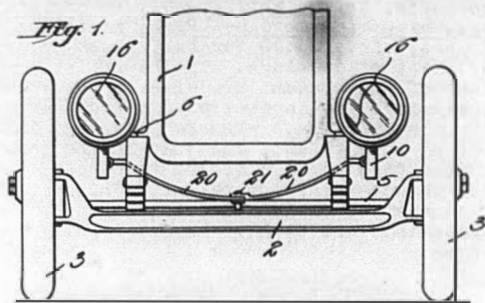
#### Letters to Accompany Prints:

When sending photo-line blue-prints to prospects, it is strongly advisable to accompany them with a personally signed, originally typed letter -- not mimeographed or carbon copies. The purpose of the letters is to give a personal touch to your proposition -- not to add any information to that contained in blue-prints, which should be sufficiently complete. If you take the pains to write the manufacturer specially, he is likely to give better consideration to your blue-print. If desired, we will photograph your autographic signature on the blue-prints to add to the personal effect -- no extra charge.

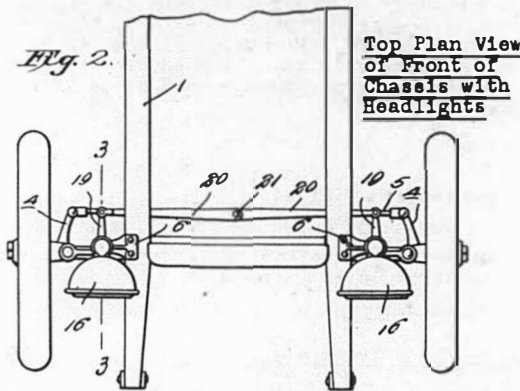
These first letters to prospects each with its blue-print, are called "Introductory Letters." A letter form such as given below and preferably typewritten is suggested. The name of your invention would be substituted for "Dirigible Headlight." A #10 envelope (about 4 1/8" x 9 1/2") will carry your blue-print (medium or large size) and Introductory Letter under three-cent stamp, sealed.



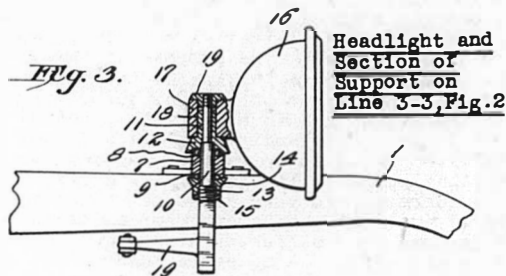
Miniature Specimen of Photo-Line Blue-Print to Show Layout of Drawings and Description



Front Elevation of Automobile with Dirigible Headlights



Top Plan View of Front of Chassis with Headlights



Headlight and Section of Support on Line 3-3, Fig. 2

DIRIGIBLE HEADLIGHTS for MOTOR VEHICLES

Patent No. 2,059,044


Essentials of Invention: Ordinary fixed Headlamps on automobiles light only the

roadway straight ahead. When the car makes a sudden turn into a dark cross-street or obscure highway, no light is thrown on the new road. My improved Dirigible Headlights automatically turn with the front wheels, making the path of the car instantly clear.

Details of Invention: Referring to Fig. 2, the Dirigible Headlights 16, swiveled upon brackets 6, attached to chassis frame 1, are so connected with front wheels 3 that any wheel side-turning instantly swings the two lamps in the same direction. First, the wheels move knuckle arms 4, Fig. 2, and tie rod 5, Fig. 1, pivoted thereto. The thrust of the tie rod carries with it links 20 pivoted to it at 21. At their outer ends the links are connected with lamp arms 19, Fig. 3, which are fixed to spindle 10 carrying lamps 16, so that as the links rock back and forth with the side swaying of the wheels, the headlights oscillate from side to side. This they do practically without friction on ball bearings 8, as detailed in Fig. 3.

Summary of Advantages: These new Headlights have all parts easily accessible -- won't work loose over rough roads. There will be an immense market for the invention, both as an accessory on the millions of cars now in use and on the greater number yet to be built. Manufacturing costs will be low, with substantial profit to the manufacturer. Altogether, this new invention offers an unusual business opportunity.

Patent is for sale outright or a royalty license under reasonable conditions may be arranged. For copy of patent, or any other information desired, write

  
Richard Roe, Inventor  
823 Ellis Avenue  
Detroit, Michigan

Specimen Introductory Letter to Accompany  
Form A Prints when Patent has Issued:

823 Ellis Avenue  
Detroit, Michigan  
November 15, 1936

William Brown & Sons,  
100 State Street,  
Chicago, Illinois.

Gentlemen:

The "Dirigible Headlight" shown on the enclosed blue-print lights the roadway around dark bends -- makes night driving safe. I believe there is a wide and profitable field for this invention and will be glad to send you a copy of the patent, or give you any additional information desired.

I would very much appreciate word from you as early as convenient.

Very truly yours,

  
Richard Roe, Inventor

If you order 50 letters, you do not pay additionally for list of 50 names, if we may use your free list "B." If you order 100 letters, a second list "B" (\$3) will be required.

Specimen Introductory Letter  
to Accompany Form A Print when  
Patent Application Is Pending:

823 Ellis Avenue  
Detroit, Michigan  
November 15, 1936

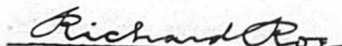
William Brown & Sons,  
100 State Street,  
Chicago, Illinois

Gentlemen:

The "Dirigible Headlight" shown on the enclosed blue-print lights the roadway around dark bends -- makes night driving safe. I believe there is a wide and profitable field for this invention and will be glad to give you any additional information desired.

I would very much appreciate word from you as early as convenient.

Very truly yours,

  
Richard Roe, Inventor

Letter-Writing Service:

If you wish us to typewrite the introductory letters for you, we shall be glad to do so, using 20 lb. white bond paper, 8 $\frac{1}{2}$ " x 11", and will include your address, etc., all ready for your signature. Unless requested, we do not date letters, as inventors will not usually know beforehand the exact date of mailing, or may wish to send them out in small lots. We would also address fifty #10 envelopes to prospects and type your return address on corner. Paper, envelopes, separately typing each letter, addressing envelopes, and forwarding to you, charges prepaid, make the cost to members:

50 Introductory Letters and  
Envelopes.....\$4.90  
100 Introductory Letters and  
Envelopes..... 9.50

Prices to non-members: \$6.15 and \$11.90, respectively. Unless you advise to the contrary, we shall follow substantially the form of one of the Introductory Letters just given, but you have the privilege of changing the forms as desired -- longer letters to be charged for at proportionately higher prices.

Correspondence with Prospects:

You can reply direct to the letters you would receive in response to the 50 or 100 introductory letters and photo-line blue-prints mailed out to manufacturers. We shall be glad to advise you without charge in regard to any difficult point in negotiations that may come up. However, if you prefer not to handle correspondence and negotiations with manufacturers, or other details of your sales campaign, we shall be glad to act for you. In this case, however, blue-prints would ordinarily be sent out by us with the introductory letters. Letters would be written on our letterheads, but blue-prints would preferably carry both our name and address and yours, thus giving prospects the option of writing to either -- you to enclose us for reply any answers you receive. However, we have found that manufacturers almost invariably reply direct to the writers of the letters. We have the important advantage over any agent of being able to say to interested manufacturers that we are acting for you, as one of our members, and that we receive no commission. They will then know that they will not have an agent's commission to pay either directly or indirectly.

Our charge for carrying on correspondence and negotiations with interested prospects, including stationery

and postage, is \$7.50 where 50 introductory letters have been sent out and \$12.50 in the case of 100 letters. This charge covers, in addition to correspondence and negotiations with prospects, three cents postage on each introductory letter with blue-print that we have mailed out for you (\$1.50 for the 50 letters and \$3 for 100 letters); also postage on all subsequent letters. This reduces our net charges to handle correspondence and negotiations to less than \$6 where 50 introductory letters are mailed out and to less than \$9.50 in the case of 100 letters.

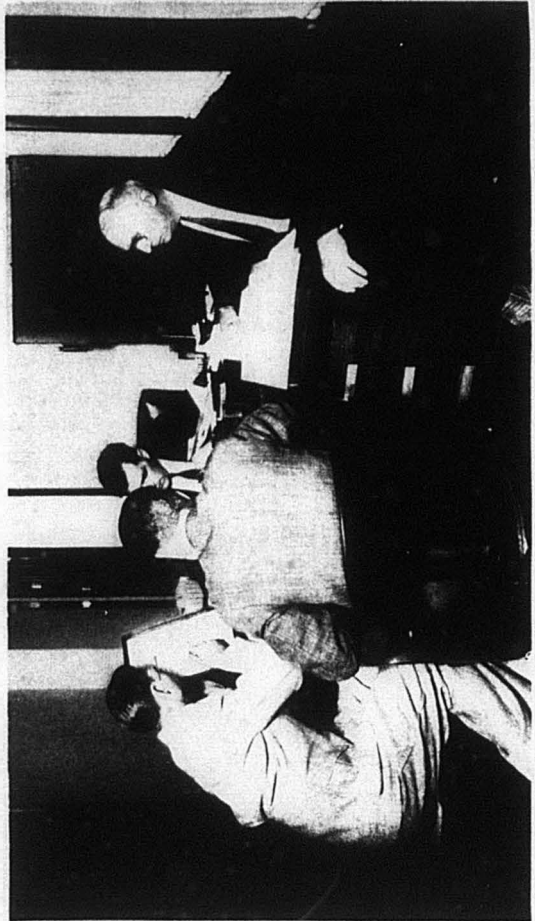
Above charges of \$7.50 and \$12.50 do not cover the cost of writing the 50 or 100 introductory letters which are \$4.90 and \$9.50, respectively. For prices and details of other items, please refer to separate "Order for Photo-Line Blue-Prints or Other Service."

Any order you may send us for blue-prints, or other service, will have our prompt and painstaking attention and we shall see that the "sales ammunition" prepared for you is strictly high-grade and the most effective possible for your particular invention.

## CHARTERED INSTITUTE OF AMERICAN INVENTORS

BARRISTER BUILDING  
WASHINGTON, D.C.

The utmost pains are taken to get a correct and complete understanding of every new device sent in by inventors and to decide intelligently as to the particular class of prospective buyers to whom it should be presented.



This photograph shows members of the Chartered Institute staff in consultation upon an invention shortly to be submitted to a selected group of manufacturers.



*At Washington Headquarters for Inventors*

Fig. 1.

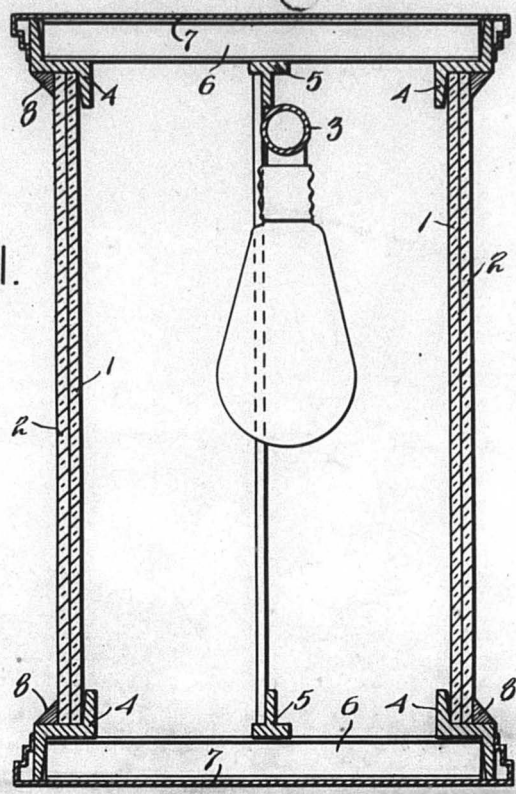
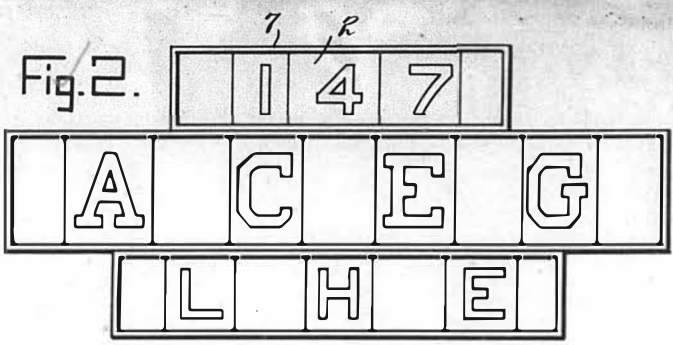


Fig. 2.



Inventor  
 Carl G. Fisher  
 By *J. F. Gulick*  
 Attorney

ser. no. 8556. "Signs"

ser. no. 8536 - Signs

This invention relates to signs, and particularly to replaceable and removable slides, panels or other surfaces thereof and to sign units or sections with replaceable and removable slides, panels, or other surfaces, so that the units may be used singly or in combination with other units.

An object of the invention is to provide a new and improved sign which can be used in <sup>1</sup>small units or enlarged by the addition of other units and can be changed from time to time into different shapes and sizes by arrangement of the units.

A further object is to provide a means of supplying new slides, panels, or surfaces, to replace mutilated, lost, broken or destroyed ones, at low cost, without the time and expense of acquiring a new sign.

A further object is to provide a means whereby a sign may be changed conveniently by the insertion or use of new slides, panels, or surfaces without acquiring a new sign.

A further object is the division of a sign into units with mechanical, automatic or other lighting process or other treatment

for each unit so that each unit may function independently or in conjunction with other units, making possible the illumination or other display of single letters, signs, symbols, numbers, pictures, designs and other displays or figures, groups thereof, or the entire sign.

Further objects will become apparent as the description proceeds.

Referring to the accompanying drawings which are made a part hereof, and on which similar reference characters indicate similar parts:

Figure 1 is a cross section of a sign unit; figure 2 shows an assembly, arrangement, or combination of three units. As these units will be constructed in different sizes as to length and height it is evident that the number of combinations of units is practically unlimited.

Item 1 is a clear or tinted or colored glass or any other transparent or translucent material. This plate or material covers the entire face or faces of the units or may cover parts thereof. This plate may be omitted when it is not required to make the interior of the sign water or rain proof. However by using this plate (item 1) many variations and effects are made possible that could not be obtained otherwise, as will be explained in another place. This plate may be held in place by mastic, clips, strips, or other appropriate means.

With respect to item 2, these are transparent, translucent, opaque plates of glass or other material. These plates may be blanks or may contain letters, numbers, symbols, or groups



3.  
of numbers, letters or symbols. The numbers, letters or symbols may be printed, painted, etched or raised. These plates are interchangeable in the standard sign units and can readily be removed and replaced. The vertical edges of these plates may be square edged, tongued and grooved or ship-lapped. They are held in place by mastic, clips, or removable strips, or by other appropriate means. By using a tinted background plate (item 1) letters, symbols, or numbers on clear plate could be used, making the divisions between the item 2 plates invisible.

Item 3 is a conduit for electric wiring. This conduit runs the full length of a unit and has outlets as required for placing lights. The electric light bulbs may be clear, frosted or colored. The sign may be illuminated or not illuminated flashing, intermittent lighting or intermittent in the lighting of its separate or various units. Also, the units may be arranged or constructed to make possible writing or spelling by electrical or mechanical means.

Item 4. This is a runner continuous the length of the unit to the plates and slides. It may be of steel, bronze, or galvanized steel or wood, or other appropriate composition.

Item 5. This is the supporting frame or truss of the sign unit. It has been placed to prevent any shadows from being cast on the sign faces, making possible long units without structural members in the face of the sign.

Item 6. This is a channel section spaced as required to hold the units rigid. It also provides the ribs for the envelope. Items 4, 5, and 6 are welded to each other at all points of contact when metal is used.

4.

Item 7. This is the envelope covering the top, bottom and ends and all other surfaces which are not sign faces. This envelope may be sheet copper, galvanized metal, or other material as required by conditions. The compositions and arrangements of units are made by bolts passing thru the flanges of the channels (item 6) of adjoining units.

Item 8. This is the mastic, clips, strips or other means of fastening provided to hold the plates in position.

It will be obvious to those skilled in the art that various modifications and changes may be made in my device without departing from the spirit thereof, and therefore I do not limit myself to what is shown in the drawings and described in the specification but only as indicated in the appended claims.

Having thus fully described my said invention, what I claim as new and desire to secure by letters patent, is:

1. A sign having removable and replaceable slides, panel, or other surface units, the said slides, panel, or other surface units to contain letters, symbols, numbers, pictures, designs and other figures or displays, and the means for removing and replacing said slides, panel or other surface units, substantially as set forth.

2. A sign unit having removable and replaceable slides, panels, or other surfaces for exposing thereon letters, symbols, numbers, pictures, designs, and other figures or displays, which said sign unit contains means for adjusting or combining itself to or with other sign units or signs, substantially as set forth.

3. A slide, panel or other surface unit containing letters, symbols, numbers, pictures, designs, and other figures

J

or displays and means for replacing and removing the same in and from signs, substantially as set forth.

4. The combination in a sign of removable and replaceable units, each containing removable and replaceable slide, panel, or other surface units, which said slide, panel or other surface units contain letters, symbols, numbers, pictures, designs, and other figures or displays, substantially as set forth.

# Successful Inventions

*A Magazine for Inventors and Manufacturers*

BARRISTER BUILDING - WASHINGTON, D. C.

## Place Your Idea Before 5,000 Manufacturers Without Cost

Here is Your Opportunity  
to Participate in Our  
Mammoth IDEA ROUND-UP --

Your idea may be worth thousands of dollars but, unless you bring it to the attention of manufacturers in a position to put it into commercial use, you probably will never derive a cent of income from it.

If you have been holding back because of lack of funds to properly present your idea to a large number of manufacturers, here is an opportunity that has been worth waiting for.

We are preparing for our special October 15th issue of SUCCESSFUL INVENTIONS a section to be entitled "THE IDEA ROUND-UP," devoted exclusively to presenting a diversity of new inventions, both patented and unpatented, now available for purchase.

This issue, circulating to FIVE THOUSAND manufacturers, will reach those in practically every line of production. Briefly described and classified according to function, your invention will be brought to the attention of a very large number of manufacturers looking for new and diversified lines -- companies in a position to be interested in your device but whom you might never think of approaching by direct mail because of the character of their present products. Many manufacturers are today so eager to diversify their production and thus avoid "slack seasons," that they will take hold of good new items that are quite outside their usual lines. That is why "broadcast" publicity of this nature is an admirable adjunct to any direct sales campaign that you may contemplate.

Merely by placing your year's subscription to SUCCESSFUL INVENTIONS at the regular yearly rate, you may reserve space in "THE IDEA ROUND-UP" for a twenty-five word FREE advertisement setting forth the main features of your device.

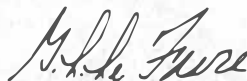
In order to maintain a uniform size for all advertisements and prevent a long description from overshadowing a shorter one, twenty-five words (exclusive of title and name and address) is the maximum allowed. Therefore, your ad will stand out as prominently as any other and will be assured of equal attention.

Forms for "THE IDEA ROUND-UP" close on September 15th and no advertising copy can be accepted after that date. BUT, don't wait until the last minute and possibly be disappointed. Space is strictly limited and when it is filled no further copy can be accepted.

Since the establishment of our semi-monthly publishing schedule and the \$5.00 yearly rate, hundreds have subscribed and are perfectly satisfied to pay this amount for the magazine alone. By taking advantage of this special offer, you receive DOUBLE value. Furthermore, this publicity may be just what you need to put your invention over, either by profitable outright sale or a royalty contract that will net hundreds of dollars yearly income.

An outstanding value like this will not last long. Space allotments will be snapped up fast and we expect the entire section to be filled long before the September 15th closing date. So, to be sure of your place in "THE IDEA ROUND-UP", send your subscription NOW. Copy for your ad can follow later.

Yours very truly,

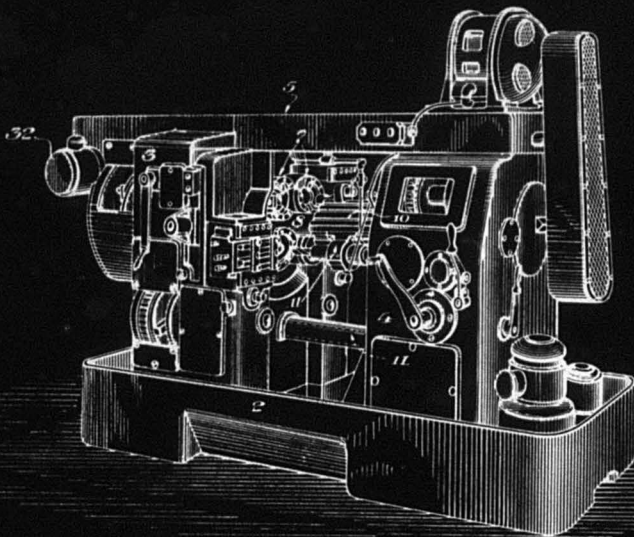


Managing Editor

GLL:LK

# Successful Inventions

A Magazine for Inventors and Manufacturers



*(See page 15 for full explanation of this invention)*

Twenty-five Cents Per Copy

Published Semi-Monthly by

**Successful Inventions Publishing Company**

Barrister Building      Washington, D. C.

SUBSCRIPTION RATE

United States and Possessions \$5.00 per year

Foreign \$5.50 per year

# HOW TO MAKE PROFITABLE USE OF THIS MAGAZINE

## General Explanation

**Editorial Policy.**—The editorial policy of **SUCCESSFUL INVENTIONS** is built around the one dominant purpose of bringing to the inventor the vital kind of information that will make his efforts more effective and certain of profit-bringing results. However, the interests of inventor and manufacturer are so closely allied that information of value to one is of equal importance to the other. This magazine combines, therefore, the double function of an information service and a meeting ground where the problems of inventor and manufacturer reach a common focus and provide a basis for their closer and more effective cooperation.

**Successful Inventions Semi-Monthly Review of Patent Activity.**—In this section of the magazine are listed, by title, every patent (exclusive of plant and design patents) issued in the United States during the half month preceding the closing of forms for this issue. Patents are classified (1) by main classes, (2) by main sub-classes under the main classes, and (3) usually by second sub-classes more specifically designating the function of the invention. Sub-classes are

identified, respectively, as first sub-class and second sub-class by one or two dashes appearing just before the titles. Patents assigned to companies are suffixed by an asterisk (\*) followed by the index number of the company taking over the patent and listed under Assignment Index. Unassigned patents are listed by title and number only. Following the patent and index numbers, there appears another number in parenthesis, which indicates the file division in the Patent Office search room where this invention and others of its specific type will be found.

**Example:** Suppose you are interested in automatic line-spacing devices for typewriting machines. First, locate the main class, *Typewriting Machines*. Under this heading, find the sub-class, *Line Spacing*, and a still further sub-class, *Automatic*. Under the last-named sub-class will be listed all patents issued on automatic line-spacing devices. If you are interested in making a search on inventions of this type, the sub-class number should be given to us or to anyone else who makes the search.

## Use by Inventors

**Improvement-Inventing.**—Remember that more inventors today have a substantial income from devising improvements on inventions already in use than through creating ideas wholly new. Broadly novel conceptions, even though commercially promising, are usually slow and expensive to introduce, while real improvements on articles already in production will be quickly adopted. The "livest lines" of industry for profitable improvement are, then, the inventions which manufacturers have recently taken over on outright purchase or royalty license. In the International Industrial Survey Section of this magazine, a number of selected inventions, recently assigned to American manufacturers, are illustrated and described in sufficient detail to give you a clear idea of their construction and operation. Numerous other assigned inventions of almost every conceivable type are listed in the Review Section. Order a copy of any patent that interests you. If you believe you can improve on the construction, send for copies of related patents for comparison.

When your new improvement is completed and legally safeguarded, it should preferably be placed before the manufacturer who bought the present

patent. It is to be borne in mind, however, that company executives in charge of patent matters are busy men and have little time to devote to preliminary correspondence about ideas not fully matured. Inventors should, therefore, not write manufacturers until they have something definite in the way of improvements of new inventions to offer. To do otherwise may unfavorably prejudice decisions on inventions subsequently offered.

**Improving on Foreign Inventions.**—Inventions of foreign origin recently patented abroad open up another field abounding in great possibilities for the American inventor. New ideas developed by foreign inventors are frequently highly ingenious and basically sound in principle, but poorly adapted to American production methods, or lacking in some essential demanded by the buying public in this country. Our Successful Foreign Inventions Department illustrates and describes in each issue selected inventions acquired by foreign manufacturers and believed to be especially well adapted to improvement for the American market. Numerous other foreign inventions are described in the

(Continued inside back cover)

## Here Is What You Get In a Year's Subscription

- A complete, classified list, brought up to date semi-monthly, constituting a functional description of the upward of 40,000 patents granted yearly by the U. S. Patent Office.
- Names and addresses of approximately 10,000 companies actively interested in patents. Purchased from a commercial mailing list firm, this list alone would cost well over \$100.00.
- Abridged and illustrated descriptions of numerous currently issued patents taken over by American manufacturers. This feature, indicating as it does many types of inventions in current demand, is invaluable in enabling the inventor to select live, active lines where new devices are needed.
- Well-illustrated Digests of patents currently sold by independent inventors; shows what companies are most active in buying inventions from outside inventors and the types of devices they buy.
- Detailed descriptions of hundreds of new foreign patents taken over by manufacturers in other countries. This opens to the inventor a wonderful opportunity to improve these devices—adapt them to American manufacturing and market requirements.
- Illustrated descriptions of new industrial products developed abroad—devices of every conceivable type and for every use. Most of these ideas are cleverly devised but are lacking in some essential for commercial success in this country. Worthwhile improvements of a patentable nature would be almost sure to yield a substantial financial reward.
- Information concerning hundreds of commercially successful inventions on which patents are soon to expire. Expiration of the basic patent throws the invention open to public use—but improvements on the original patents would be patentable and free from domination by the basic claims.

# Successful Inventions

## International Industrial Survey

New Products—New Processes—New Inventions—  
New Machinery and Methods Developed in the  
U. S. and Foreign Countries.

## Successful Foreign Inventions

New Inventions of Foreign Origin  
Acquired by Manufacturers in Other  
Countries—Specially Selected for Their  
Profit Possibilities to the American  
Manufacturer and Inventor (See Inside  
front cover).

RECENT PURCHASES OF ISSUED  
PATENTS: *Previously Patented  
Inventions Sold Within the Past  
30 Days.*

We will be glad to obtain for readers copies of foreign  
patents in this section. English patent copies  
from the other countries by special quotation.

## Successful Inventions Semi-Monthly Review of Patent Activity

*A Convenient Aid to Effective Action in All Matters Relating  
to Inventions.*

**EXPLANATION:** All patents (exclusive of plant and design patents) issued in the United States during the half-month preceding the closing of forms for this issue of **SUCCESSFUL INVENTIONS** are listed by class, sub-class and title. Main classes are arranged numerically. Main inventions under each sub-class are preceded by a single dash, the second sub-class by two dashes. Invention numbers after the asterisk are listed by title, followed by the manufacturer's name. Inventions assigned, as listed in the Assignment Index following this section. The number in parentheses is the number of the sub-class under which this invention will be found in the Patent Office files. Detailed suggestions for the most effective use of this information are given inside the front cover.

## ASSIGNMENT INDEX

Each manufacturer listed in this section is assigned a single index number. Wherever this number appears in the Review section, following an asterisk (\*), it indicates a patent acquired by the correspondingly numbered manufacturer.

129. Doe Manufacturing Co.  
241 Park Place  
Lake View, Ill.  
(211-109-151-173)

The reference number or numbers appearing after the name and address of each manufacturer indicate the main patent class or classes under which patents were acquired. Specific patents bought may be ascertained by looking for the manufacturer's index number under each main class in the Review section indicated by the reference numbers.

Name and address of manufacturer. In cases where addresses are not shown, they are not now available from the usual directory sources, but can be supplied later upon request.

## Patent Expirations

*Patents Now Open to Public Use or Improvement*



# IDEA ROUND-UP

For 5000 Manufacturers

Please reserve space for the twenty-five word advertisement of my invention in the IDEA ROUND-UP section of your October 15th issue. I enclose my remittance of \$3.00 covering a full year's subscription to SUCCESSFUL INVENTIONS MAGAZINE, which also entitles me to this advertisement. It is understood, however, that if all available space in the IDEA ROUND-UP is filled when you receive this application, you will notify me immediately and I will have the option of cancelling my subscription. In this event, the full amount of my remittance will be refunded.

Name.....  
Address.....  
City..... State.....

**WARNING:** Space in the IDEA ROUND-UP is strictly limited and we expressly reserve the right to reject any application received after available space has been filled.

-----  
Detach and retain if copy is to follow later

## COPY:

This form is for your convenience in sending your advertising copy. Please check the classification under which you wish your advertisement to appear, write your twenty-five word ad in the space provided below and return this form at your earliest convenience, so that our editor may have time to go over your copy carefully and suggest any changes he believes will add to the effectiveness of your advertisement. In writing your ad, you should tell what your device will do. Details of operation are not necessary. Generalities, such as "There is a market for thousands of these sets," or "A money-making device for any manufacturer," should be avoided. Stick to what your device will accomplish. Experienced manufacturers will be able to judge for themselves the extent of the market and the profit possibilities. Get your Copy in early. We expect all available space to be filled before the absolute closing date and wish to close our forms as soon as sufficient copy is in for the reserved space.

- |  |  |
|--|--|
| <input type="checkbox"/> Advertising   | <input type="checkbox"/> Household Appliances      |
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| <input type="checkbox"/> Agricultural  | <input type="checkbox"/> Metallurgy                |
| <input type="checkbox"/> Air Conditioning and Refrigeration                                | <input type="checkbox"/> Office Appliances         |
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| <input type="checkbox"/> Building  | <input type="checkbox"/> Tools (Machine)           |
| <input type="checkbox"/> Chemical  | <input type="checkbox"/> Toys                      |
| <input type="checkbox"/> Electrical  | <input type="checkbox"/> Wearing Apparel           |
| <input type="checkbox"/> Games   | <input type="checkbox"/> Miscellaneous Specialties |

In the space below, write the 25 word description that you wish to have inserted.

Name..... Address.....  
City..... State.....

**EDITING:** We request the right to edit all copy for punctuation and spelling and to change the wording if we believe a more forceful presentation is possible. In the event of substantial change, revised copy will be submitted for your approval.

Send Advertising Copy, as soon as possible to:

**Idea Round-Up Editor, Successful Inventions Magazine**  
Barrister Building • Washington, D. C.

# Membership Application Form

**Chartered Institute of American Inventors**  
**Eighth Floor, Barrister Building**  
**Washington, D. C.**

*New members have the option, at the end of their first year of membership, of becoming Life Members without making any further payment of the \$5 annual dues, until one or more of their inventions have been marketed through the Chartered Sales Plan.*

*I hereby make application for one year's membership in the Chartered Institute of American Inventors under the conditions described in the booklet, "Membership Invitation," sent me. It is understood that I incur no obligation or expense beyond the membership dues of \$5 for twelve months, which I now enclose.*

Promptly upon acceptance of my Membership Application, you are to send me the first fifteen service items listed in your booklet. The other two items will be made use of as required.

Date \_\_\_\_\_ 193\_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

*Title or nature of invention (patented or unpatented) for which List B is to be prepared.....*

*If above invention is patented, state patent No.....*

*If not patented, has patent been applied for?.....*

*Give numbers (if convenient) of any other patents that may have been issued to you.....*

**Special Notice:** List B not to cover two different inventions. If Canadian manufacturers are to be included, please state on back of this form the number of Canadian names desired; also any other information that would be helpful in preparing your list, such as (1) the different uses of your invention; (2) the classes of manufacturers you think will be most interested.

# Concerning Our Association



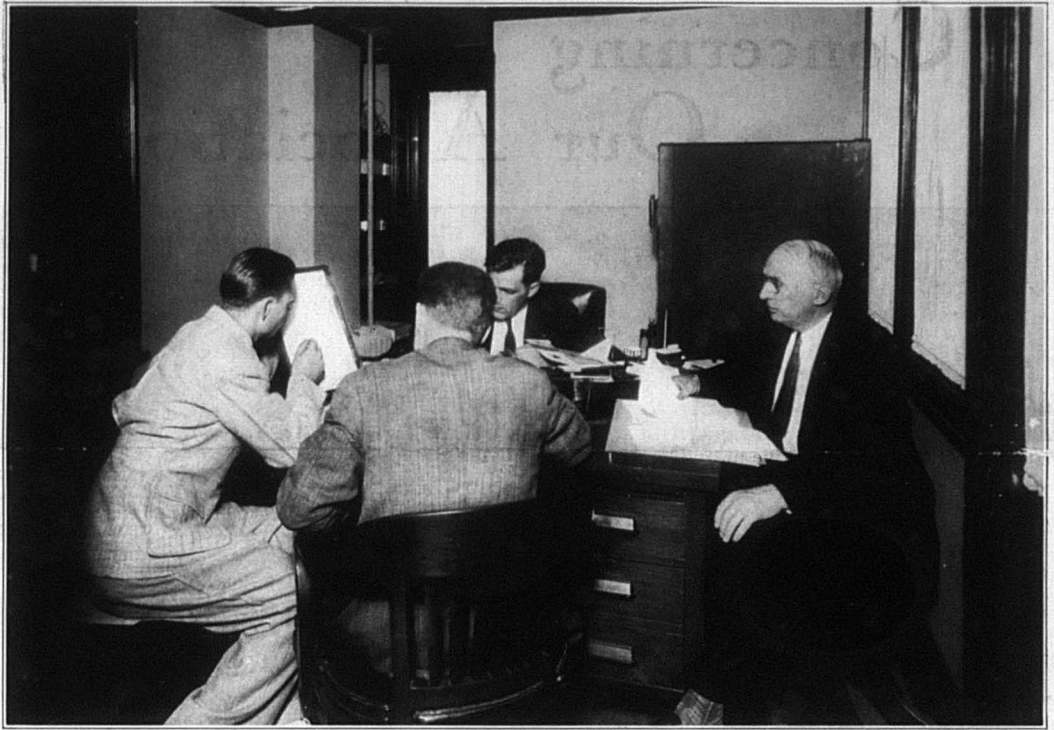
Above view shows members of the general correspondence staff at work on the "day's mail." Every letter that comes in receives prompt, individual attention. A sincere effort is made to give sound, helpful information in reply to the widely varied questions of inventor-members—especially in regard to the most effective and economical ways to safeguard new ideas and to market them to the best advantage. The staff comprises men thoroughly experienced in submitting patented and unpatented inventions to their logical market—who also have a sound legal, advertising and engineering background.

## Chartered Institute of American Inventors

Barrister Building, Washington, D. C.

*World's Largest Association of Inventors*

*Established 1924*



Above photograph shows members of the Chartered Institute staff in consultation upon an invention shortly to be submitted to a selected group of manufacturers. The utmost pains are taken to get a correct and complete understanding of every new device sent in by inventors and to decide intelligently as to the particular class of prospective buyers to whom it should be presented.

## Chartered Institute of American Inventors

TRUSTEES  
Charles Beard  
J. H. Grimes  
A. P. Lufer

Owned and Managed  
Exclusively by  
Inventors

### *Organization and Membership Requirements*

The Chartered Institute of American Inventors was formed by inventors themselves in order that they might have an association they could rely upon for thoroughly efficient service—more particularly in safeguarding and marketing their new ideas. That there might be economy as well as efficiency in operation, the association was incorporated without capital stock; hence, no stockholders to exact profits. The Institute has thus been able to render a wide variety of helpful service to members at very low cost.

Applicants for membership may be citizens of any

country, but must be reputable inventors, or bona fide owners or part-owners of inventions, either patented or unpatented. Each member receives the full service described in our booklet, "Membership Invitation," already sent you. Dues are \$5 for the first year, at the end of which the inventor has the option of becoming a life member, but without paying any further dues until one of his inventions may be satisfactorily marketed as a result of assistance rendered by the Chartered Institute. For further information, see the booklet just referred to.

## Services to Members

The following are the services to which membership immediately entitles you:

(1) List "A" of the 1,000 principal patent buyers of the United States—revised and up-to-date.

(2) List "B" of fifty manufacturers and patent buyers specially selected for your particular invention.

(3) Four forms of letters for approaching prospective buyers of inventions.

(4) Contract forms for: (1) Outright sale of inventions; (2) Royalty licenses.

(5) Conservative commercial valuation of your invention.

(6) Form, "Proof of Invention," which affords the fullest legal protection for unpatented ideas.

(7) Folder, "Institute Sales Plan," giving information of the most effective means for realizing on patents and pending applications.

(8) Folder, "Chartered Sales Plan," explaining clearly how inventions not yet filed upon in the Patent Office may be, first, safeguarded; then effectively submitted to prospective buyers.

(9) Two Facsimiles showing how new ideas are to be placed before prospects—form A, for patents and pending applications; form B, for unpatented inventions.

(10) Folder, "Legal Steps in the Transfer of Unpatented Inventions."

(11) Folder, "Sales and Advertising Schemes," in which the "catch" is pointed out in the various patent selling proposals.

(12) Folder, "Pertinent Information for Inventors," answers many questions of vital interest to inventors.

(13) Folder, "Five Hundred Wanted Inventions"—types of inventions now being sought by manufacturers.

(14) Folder, "Stronger Patents at Reasonable Cost."

(15) Folder, "Copyright Protection for Inventions."

(16) Experienced advice on problems as they arise in your work as an inventor.

(17) A Washington office to represent you at the center of patent interests.



To the left is a partial view of the office of the Research and Personnel Director—a university graduate and a graduate in Patent Law. A systematic review is made of scientific and governmental publications; also of Federal court decisions relating to inventions. Numerous inquiries are sent out to obtain additional information designed to strengthen our service to members.

To the right is a view of one of the executive offices, of which there are nine on the main floor. The more difficult sales problems of inventors are dealt with in the privacy of these offices—especially questions pertaining to inventions not yet patented or otherwise legally safeguarded. Papers relating to inventions of this class are held confidentially in separate steel filing cases.





This photograph shows stenographers and typists at their desks where they work under ideal conditions that make for comfort and efficiency. Abundant light and ventilation are provided from both sides of the long room.

Briefly stated, the ~~Chartered Institute of American Inventors~~ is a cooperative association, the purpose of which is to render, at the lowest cost, thoroughly efficient assistance of whatever nature members may require. With an experience dating back to 1924, and with a highly trained staff ready to render the "utmost in dependable service," inventor-members have the strongest possible assurance that they will receive the very best assistance upon their various inventive problems that it is humanly possible to give them. The Institute extends you, as an inventor, a cordial invitation to apply for membership. You may either use the application form now enclosed, or apply by letter, as you prefer.

## Chartered Institute of American Inventors

Washington, D. C.

*if* YOUR  
INVENTION HAS  
MERIT . . then reap  
the profits yourself!



**Have your device  
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COMPANY**

**3204 Beekman St.,  
CINCINNATI, OHIO**

**DO IT NOW**

The Rex Engineering Co. has no paid executives who are not producers: every man in our organization is an actual worker, a producer. Our overhead is low. This reduces the cost of manufacturing to you. We are centrally located, having supply houses close by, which makes it possible for us to operate with an economical inventory of raw materials. Our arrangements with the mills are so that in production we can buy raw materials at a close figure. All these advantages are a saving to you, reducing the cost of manufacturing your invention.

### ENGINEERING CONSULTATION WITHOUT OBLIGATION

You are aware of the fact that all steps must be well thought out before any definite plan of manufacturing is undertaken. It may be, a little change in the construction will save you money or an addition of some kind will increase the sales. The engineer of to-day is the doctor for the manufacturing world. Our engineer will take up any question that might be troubling you. Don't hesitate to write us for any information you need, which we will gladly give without any charge to you. We are proud to state that we are the only manufacturers of our kind having graduate engineers in our services, devoting all their time to developing, perfecting, and manufacturing inventions for inventors. They are members of

the American Society of Mechanical Engineers, and through this channel we are in a way helpful in making your invention a success. If you can come to our city and visit our factory personally we would be glad to go over your problems with you. However, if it is impossible for you to come, we can take the matter up with you through the mail, assuring complete satisfaction. Send your problems to us and through our engineers we will advise you.

### EQUIPMENT

We are fully equipped with modern, up-to-date labor-saving machinery to take care of your needs. All the machinery we use is the property of the firm.

### STRIKE WHILE THE IRON IS HOT

Remember, the longer you delay in placing your patented device on the market, the less you will receive for the efforts and expense you have put into this device up to present date, and the less valuable your patent becomes. If you have faith in the merits of your invention, have a correct sample or model made and have the device manufactured and placed on the market with the least possible delay.

### REPUTABLE BUSINESS POLICY

There are firms that promise to buy, sell, or what not, inventions for inventors. Beware of

DO IT NOW



crooks. Remember, the manufacturing business offers an abundance of opportunities which the inventor should grasp. Remember, we are reputable business men, doing work for large concerns.

When a firm has continuous business with houses like Williams Mfg. Co., The Cincinnati Shaper Co., The Davis Welding & Mfg. Co., The Herschede Hall Clock Co., and The Crosley Radio Corp. (WLW), nationally known concerns and others, it can well be classed as a reputable firm, for these large companies demand quality and practice economy, which is our promise to you.

We have, at a very large expense, just installed a large automatic die grinder with magnetic chuck, for surface grinding our dies and have imported the very finest filing machine for filing dies, together with a lot of standard machine tools recently purchased, makes our equipment equal, if not better, than any plant that we know of.

### GUARANTEE

All our work is guaranteed to be satisfactory in every respect. When it is necessary to make a working model the cost of this work is absorbed in the manufacturing of your invention after the first order is completed. All dies, tools and patterns are kept in working order and replaced when worn out without cost to you on your continuous orders.

## THE REX ENGINEERING CO.

3204 Beekman Street,

CINCINNATI, OHIO

## Larger and Better Facilities at your Command.

**O**UR New Building located at 3204 Beekman Street has a floor space of 24,000 square feet, or three times the space of our old building.

The main plant is all on one floor, and is arranged in keeping with the latest scientific methods for speedy production, and at the same time the comfort of our employees was equally taken care of. The plant is so spacious and well arranged that we can handle any length or size of material manufactured and, having a reinforced concrete floor, is strong enough to bear the weight of the large, heavy machinery needed in the manufacture of your product.

The large four-story building of 80,000 cubic ft. in connection with plant affords our customers ample warehouse storage room, which will always be at their disposal as long as we manufacture their goods.

Shipping facilities are convenient, as we have our railroad siding and are just a short distance away from the Railway Express Depot.

**No orders are too small or too large for us to handle.**

Out of the crucible of forty-two years of experience in sheet steel work we have evolved a craftsmanship of which we are justly proud. Our best testimonial is the leading position our products occupy in industrial Cincinnati. Let us confer with you on your next problem. We may be able to offer some valuable suggestions.

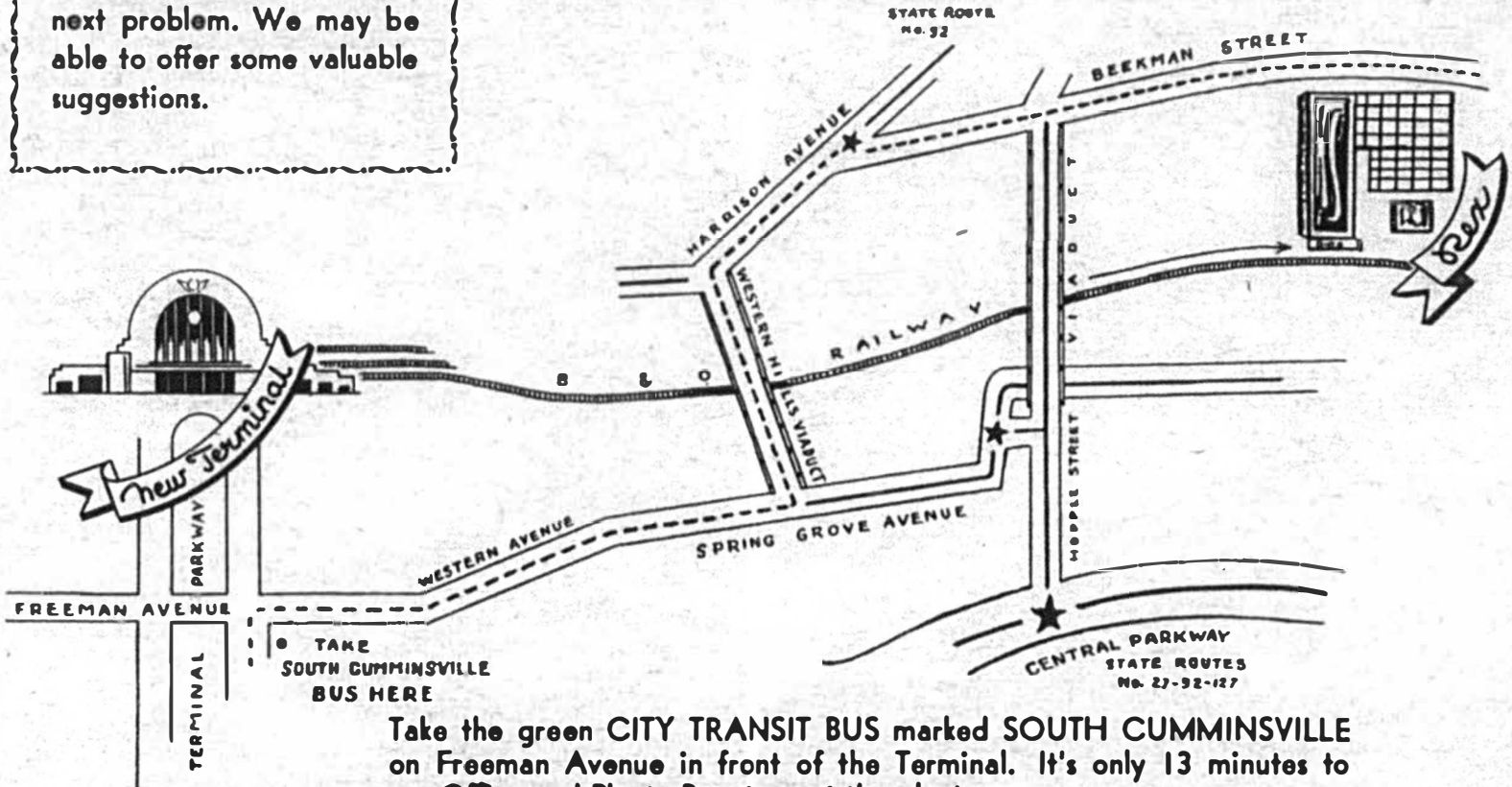
**IT'S ONLY A SHORT WAY**  
to the REX ENGINEERING CO. from the Beautiful New Union Terminal. There is **A SHORTER WAY TO SUCCESS** when you use the *REX ENGINEERING CO. FACILITIES.*

**THE REX ENGINEERING CO.**

3204 Beekman St.

CINCINNATI, O.

KLrby 1333



Take the green CITY TRANSIT BUS marked SOUTH CUMMINSVILLE on Freeman Avenue in front of the Terminal. It's only 13 minutes to our Office and Plant. Bus stops at the plant.

# What Others Who Use Our Facilities Say

Plymouth, Mich.

The Rex Engineering Co.,  
Cincinnati, Ohio.

Gentlemen:

I received the model of the windshield attachment and I am safe in saying that with the precision and exactitude with which every detail has been carried out your engineers deserve the highest praise and recommendation.

Yours truly,

Louis Ribar.

---

Salisbury, N. C.

The Rex Engineering Co.,  
Cincinnati, Ohio.

Gentlemen:

I am returning sample after examining and trying same for thirty days. I am more than pleased with same.

Please get the cost up on 1000 lots and 5000 lots, also figure up the cost on tooling up separate.

Thanking you for interest shown, I am

Yours truly,

W. E. Cobb.

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Vallejo, Calif.

The Rex Engineering Co.,  
Cincinnati, Ohio.

Gentlemen:

I received the working models you made for me and they are sure a 100%. They are very satisfactory in every way. You combining the two models I sent you into one done away with lots of extra labor in making and one style. I thank you very much for the way and pains you have taken in constructing the Garage Door Locks.

I am planning on you to manufacture them for me, I remain

Yours truly,

Joe B. Sparks.

---

DuBois, Pa.

The Rex Engineering Co.,  
Cincinnati, Ohio.

Gentlemen:

The finished model of my Shock and Scorch Eliminator for home baked cakes has been received and, naturally, I believe that you will be interested in my frank opinion of it. Briefly, I wish to say that I have taken sufficient time to examine it thoroughly and to test it in operation—and, the results are indeed pleasing to me.

The finished model bespeaks, as it were, several of your fine qualities, among them, your attention to the individual assignment (and mine was comparatively small) and your ability to do it well. My support of these statements becomes stronger when I stop to consider my crude model and the few details of its construction that accompanied it. Further, the total cost of the finished model was very reasonable, which fact proves to me that one can rely upon all that is contained in your literature or correspondence.

Sincerely,

Thomas B. Bradley.

---

# “Sell Before Patenting”

Avoid Preliminary Patent Expense. Find Out First  
If Your Idea Has Commercial Value

Years ago inventors waited until patents actually issued before trying to sell. Later, they found that new and useful ideas could readily be marketed while patent applications were pending. Today, the rapidly increasing practice is to approach prospective buyers before applying for patents. First, however, the new idea must be adequately safeguarded. The salability of the invention may then be determined safely, quickly and inexpensively. Once this is done, the financing of the patent application is a simple matter—no preliminary outlay ordinarily necessary by the inventor.

The steps under this modern marketing plan are few, direct and legally sound, viz.:

(1) *Inventor first executes “Proof of Invention,” preferably of the comprehensive form provided free to Institute members.*  
(2) *Inventor then submits his idea, as explained in the “Chartered Sales Plan,” to a specially selected group of manufacturers—fifty or more.*  
(3) *A manufacturer sufficiently interested will ordinarily enter into a contract with inventor along the lines advised in the Chartered folder, “Legal Steps in the Transfer of Unpatented Invention”—free also to members. Under this plan the manufacturer will bear the cost of patenting in the inventor’s name and make an equitable financial arrangement with the inventor.*

Every enterprising manufacturer is eager today for new ideas of commercial promise—this because of present keen competition. He wants better profits, but these are possible only through better inventions. A meritorious device not yet filed upon in the Patent Office is more valuable than if covered by a weak patent, for ordinarily nothing can be done to strengthen a defective patent once it issues. As to cost of future patenting, this is a negligible item to a manufacturer able to buy inventions. He can well afford to pay the substantial fees of thoroughly efficient patent attorneys specializing in his particular line.

As a member of the Chartered Institute, you would be promptly supplied with full information of the simple, practical steps in the modern marketing of *unpatented inventions*. Membership includes also the numerous and substantial service items described in our booklet, “Membership Invitation,” one of them being a folder of information describing the most efficient procedure for marketing *patents and pending applications*. A cordial invitation is extended you to apply for membership. You will, as a member, have the benefit of our more than eleven years’ experience in the successful marketing of inventions.

**Chartered Institute of American Inventors**

8th Floor, Barrister Building, Washington, D. C.

“World’s Largest Association of Inventors”

Established 1924

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Will Be Paid  
by  
Addressee

No  
Postage Stamp  
Necessary  
If Mailed in the  
United States

# Business Reply Envelope

FIRST CLASS PERMIT NO. 1738-R. SEC. 510 P. L. & R., WASHINGTON, D. C.

*Chartered Institute of American Inventors*

*Eighth Floor, Barrister Building*

*635 F Street Northwest*

*Washington, D. C.*



# Proof of Invention

Prepared by a Member of  
**Chartered Institute of American Inventors**  
8th Floor, Barrister Building  
Washington, D. C.

**Declaration of** \_\_\_\_\_  
*Inventor*

**Address** \_\_\_\_\_

To the Secretary,  
Chartered Institute of American Inventors,  
8th Floor, Barrister Bldg., Washington, D. C.

Section 1. On the reverse side of this sheet I have sketched and described my invention, which I call: \_\_\_\_\_

I verily believe that I am the original, first and true inventor of the said invention.

Section 2. (a) I first conceived, or thought of, said invention on or about \_\_\_\_\_ 19\_\_

(b) I made the first sketches or drawings of said invention on or about \_\_\_\_\_ 19\_\_

(c) I prepared the first written description of said invention on or about \_\_\_\_\_ 19\_\_

(d) I made the first model of said invention on or about \_\_\_\_\_ 19\_\_

Section 3. On the \_\_\_\_\_ day of \_\_\_\_\_ 19\_\_, I exhibited the sketches and description of my said invention comprised within this "Proof of Invention" and fully explained the construction and operation of said invention to the person or persons whose signatures are subscribed to the "Certificate of Witnesses" below.

Signed on this \_\_\_\_\_ day of \_\_\_\_\_ 19\_\_

*Inventor's Signature* \_\_\_\_\_

If the following Certificate is signed by Witnesses, the Notary Public's Certificate may be omitted, unless you wish "double security."

### Certificate of Witnesses

On the date first given in Section 3 above, the undersigned inspected the sketches and read and now understand the description of the invention above referred to and set out in detail overleaf and within this "Proof of Invention" and believe the inventor named above to be the original, first and true inventor or discoverer thereof.

Signed on this \_\_\_\_\_ day of \_\_\_\_\_ 19\_\_

*Signature of Witness:*

*Signature of Witness:*

\_\_\_\_\_  
*Address:*

\_\_\_\_\_  
*Address:*

### Certificate of Notary Public

State of \_\_\_\_\_ }  
County of \_\_\_\_\_ } ss:

On this \_\_\_\_\_ day of \_\_\_\_\_ 19\_\_, before me personally appeared

\_\_\_\_\_ and made oath that the above Declaration, comprising Sections 1, 2 and 3, as marginally numbered, is true and in my presence subscribed said Declaration.

(Seal)

\_\_\_\_\_  
*Notary Public.*

My commission expires \_\_\_\_\_ 19\_\_

## Guaranty of Protection to Inventors

Officers and employees of the Chartered Institute of American Inventors are absolutely prohibited from working on, or endeavoring to develop, inventions of their own, and from trying to devise new ideas for their individual profit. They must, with the utmost fidelity, devote their efforts solely to the interests of our inventor-members. No officer or employee will, under any circumstances, give any particulars whatever of your invention to any other person without your written permission. In substantial support of the foregoing assurances, we hereby guarantee you against any and all possible loss or damage in connection with any invention you disclose to us, resulting from want of diligence or fidelity on the part of any officer or employee of this association.

Chartered Institute of American Inventors



Secretary.

### Directions for Filling Out and Executing This Proof of Invention

First, make pen or pencil sketches of your new invention on the blank reverse side of this sheet—preferably on the first of the two inside pages. It is not necessary to draw the figures to scale, or in exact proportion, or that the drawings be artistically executed, but all essential features of construction should be made clear by drawing each figure as large as possible, so that every detail of the invention will be clearly shown. If the space is not sufficient, additional sheets may be attached. Views of your device from different sides should be given; also detail and sectional views. At least one figure should show the complete or assembled device or machine. If your device is an attachment to a machine, the assembled view should show the invention in its proper relation to that machine. Many times our draftsmen have to "guess" at the construction because the sketches do not make clear all of the parts of the device.

Number your different views, Fig. 1, Fig. 2, etc. If a cross-section is shown, indicate the line or plane of the section as made through another figure. Point out by numerals, 1, 2, 3, etc., the different parts of your device, using the same numeral for the same part in all the views. State the objects and advantages of your invention and what you consider the most important feature. Be sure to explain clearly just how it operates. If desired, you can describe its operation at the same time you describe the construction.

When you finish your sketches and description, you may show them to one or two persons in whom you have confidence. Have them sign the "Certificate of Witnesses" on front page. There is no objection to relatives or members of your own family signing. One witness will suffice, but get two if convenient.

If you prefer not to disclose your invention to witnesses, you can take this Proof of Invention to a Notary Public and sign and acknowledge before him without his examining the two inside pages. Where you wish to secure the maximum of evidence, have the document both witnessed and notarized. If neither be convenient or desirable, simply sign your own Declaration and mail the document to the Secretary of the Chartered Institute of American Inventors. He will date, sign and seal the "Certificate of the Secretary" given below, as corroborative evidence, and file away confidentially. The Form is subject to your order at any time.

In filling in the several blanks on front page, first write in very plainly, or print, your name. If you have two or more given names, the first one at least should be written out in full. Add your address plainly. Under Section 1, fill in the name or title or nature of your invention, or state the class or purpose of your device. Under Section 2, fill in only such of the four blanks as you can with reasonable certainty, omitting any blank not required. Do not sign your name below Section 3, except in the presence of Notary, i. e., if you make use of his services.

### Certificate of the Secretary

Chartered Institute of American Inventors

The undersigned, Secretary of the Chartered Institute of American Inventors, hereby certifies that he received the within "Proof of Invention," on this \_\_\_\_\_ day of \_\_\_\_\_ 193\_\_\_\_\_

In WITNESS whereof, the said Secretary has affixed his signature and set the seal of said Chartered Institute of American Inventors hereto, in the city of Washington and District of Columbia on the day next above written.

Secretary,

Chartered Institute of American Inventors.

NOTE: This Proof of Invention, after being dated and signed by the Secretary of the Chartered Institute of American Inventors and officially sealed, will be held in the secret files of the Institute until called for by the inventor, or his authorized representative, to whom the document will be delivered without any charge.

The reason for filing "Proof of Invention" in responsible hands, other than those of the inventor himself, is to prevent any legal question being later raised as to the possibility of the inventor having added improvements, or made changes in the sketches or description, after the date of the "Proof of Invention." This possibility is obviously avoided when the document is deposited with the Chartered Institute of American Inventors. The Secretary would be able to make oath, in case of contest, that the "Proof" had been held continuously, in the Institute's secret files, from the date of its receipt. Deposit of the document with a Trust Company, or with the Trust Department of a bank, would serve substantially the same object.



# Convincing EVIDENCE!

## TESTIMONIALS

THE following testimonial letters have been taken at random from our files. These testimonials, together with our commercial standing, integrity and the high standing principles of our Company, should convince you that we are a responsible business house and that we are in a position to give our customers full value for the money spent with our Company and satisfactory service in every respect.

We have all the original letters in our files and can show them to anyone interested in same at any time, as the customers who sent us these testimonial letters are under no obligation to us. We would consider it a great favor if you will send them 5 cents, to cover cost of postage and stationery, should you see fit to write them.

Respectfully,  
**THE REX ENGINEERING CO.,**  
 Cincinnati, Ohio.

### Expert Work at a Moderate Price

Staples, Minn.  
 The Rex Engineering Co.,  
 Cincinnati, Ohio.  
 Gentlemen:

Received the Storm Window Fastener model which you made for me and will state that I am more than pleased with your work. I honestly cannot see how you can produce such expert work at such a moderate price. The only thing that I am sorry about is that I have not availed myself of your service before in model making, but will always remember you in the future not only for my own work but can conscientiously recommend you to my best friends as well as strangers.

Unless I get a favorable contract on royalty basis with a reliable concern in the near future I'll have your company do my manufacturing and take care of the sales personally.

Very respectfully yours,  
 Helmer T. Thompson.

(We have just finished making the dies and manufacturing 3,000 Storm Window Fasteners for this customer.)

### Price Charged Very Reasonable

Sabina, Ohio.  
 The Rex Engineering Co.,  
 Cincinnati, Ohio.  
 Gentlemen:  
 We have just received the complete set of dies for the manufacture of our Patented Speedy Swimmer.

We find upon examination that the dies are made in a first-class workmanlike manner and in view of the fact that the making of these dies has been very much of an experimental job, we feel as though it is fitting that we should let you know of our appreciation.

The price charged for these dies is very reasonable and the courtesy shown myself and partner is all that could be expected.

Yours very truly,  
 Geo. W. Dun,  
 c/o Speedy Swimmer Co.

### Fine Piece of Workmanship

St. Paul, Minn.,  
 The Rex Engineering Co.,  
 Cincinnati, Ohio.  
 Gentlemen:

Received the sample of cone dispenser and it certainly is a fine piece of workmanship.

Your engineers are entitled to a great deal of credit for the fine work done on the above. I hope in the very near future to place a nice order with you.

I can assure you something will be done very soon, I remain

Yours respectfully,  
 C. W. Cambell.

### Will Greatly Reduce Manufacturing Expense

Americus, Ga.,  
 The Rex Engineering Co.,  
 Cincinnati, Ohio.  
 Gentlemen:

The model electric heater that you have just completed and delivered is an excellent piece of workmanship. The several improvements you made not only add to the beauty of the heater, but will also greatly reduce the manufacturing expense. You may expect my future work along manufacturing lines.

Yours very truly,  
 Elbert Stallworth.

We make a specialty of manufacturing electrical heating elements.

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# Larger and Better Facilities at your Command.

**O**UR New Building located at 3204 Beekman Street has a floor space of 24,000 square feet, or three times the space of our old building.

The main plant is all on one floor, and is arranged in keeping with the latest scientific methods for speedy production, and at the same time the comfort of our employees was equally taken care of. The plant is so spacious and well arranged that we can handle any length or size of material manufactured and, having a reinforced concrete floor, is strong enough to bear the weight of the large, heavy machinery needed in the manufacture of your product.

The large four-story building of 80,000 cubic ft. in connection with plant affords our customers ample warehouse storage room, which will always be at their disposal as long as we manufacture their goods.

Shipping facilities are convenient, as we have our railroad siding and are just a short distance away from the Railway Express Depot.

**No orders are too small or too large for us to handle.**

Out of the crucible of forty-two years of experience in sheet steel work we have evolved a craftsmanship of which we are justly proud. Our best testimonial is the leading position our products occupy in industrial Cincinnati. Let us confer with you on your next problem. We may be able to offer some valuable suggestions.

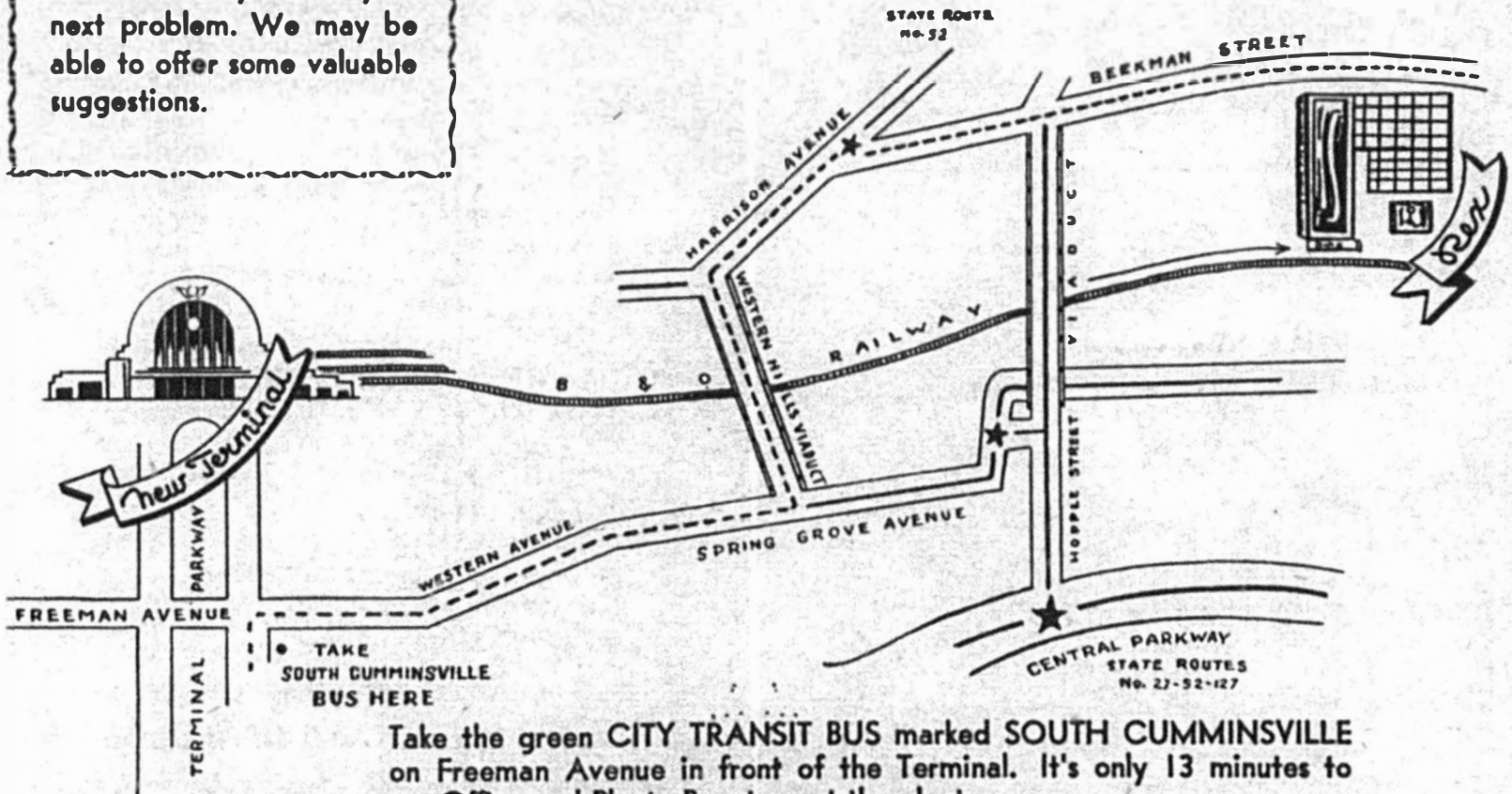
*It's Only A Short Way . . .* to the REX ENGINEERING CO. from the Beautiful New Union Terminal. There is *A Shorter Way To Success* when you use the REX ENGINEERING CO. FACILITIES.

## THE REX ENGINEERING CO.

3204 Beekman St.

CINCINNATI, O.

Kirby 1333



Take the green CITY TRANSIT BUS marked SOUTH CUMMINSVILLE on Freeman Avenue in front of the Terminal. It's only 13 minutes to our Office and Plant. Bus stops at the plant.

# What Others Who Use Our Facilities Say

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Gentlemen:

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Yours truly,

Louis Ribar.

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Cincinnati, Ohio.

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I am returning sample after examining and trying same for thirty days. I am more than pleased with same.

Please get the cost up on 1000 lots and 5000 lots, also figure up the cost on tooling up separate.

Thanking you for interest shown, I am

Yours truly,

W. E. Cobb.

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Vallejo, Calif.

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I am planning on you to manufacture them for me, I remain

Yours truly,

Joe B. Sparks.

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The finished model bespeaks, as it were, several of your fine qualities, among them, your attention to the individual assignment (and mine was comparatively small) and your ability to do it well. My support of these statements becomes stronger when I stop to consider my crude model and the few details of its construction that accompanied it. Further, the total cost of the finished model was very reasonable, which fact proves to me that one can rely upon all that is contained in your literature or correspondence.

Sincerely,

Thomas B. Bradley.

---

*if* **YOUR**  
**INVENTION HAS**  
**MERIT ...** *then reap*  
*the profits yourself!*



**Have your device**  
**manufactured**

by

**The REX ENGINEERING**  
**COMPANY**

3204 Beekman St.  
CINCINNATI, OHIO

DO IT NOW

*The Rex Engineering Co.* has no paid executives who are not producers; every man in our organization is an actual worker, a producer. Our overhead is low. This reduces the cost of manufacturing to you. We are centrally located, having supply houses close by, which makes it possible for us to operate with an economical inventory of raw materials. Our arrangements with the mills are so that in production we can buy raw materials at a close figure. All these advantages are a saving to you, reducing the cost of manufacturing your invention.

#### ENGINEERING CONSULTATION WITHOUT OBLIGATION

You are aware of the fact that all steps must be well thought out before any definite plan of manufacturing is undertaken. It may be, a little change in the construction will save you money or an addition of some kind will increase the sales. The engineer of today is the doctor for the manufacturing world. Our engineer will take up any question that might be troubling you. Don't hesitate to write us for any information you need, which we will gladly give without any charge to you. We are proud to state that we are the only manufacturers of our kind having graduate engineers in our services, devoting all their time to developing, perfecting, and manufacturing inventions for inventors. They are members of the American Society of Mechanical Engineers, and through this chan-

nel we are in a way helpful in making your invention a success. If you can come to our city and visit our factory personally we would be glad to go over your problems with you. However, if it is impossible for you to come, we can take the matter up with you through the mail, assuring complete satisfaction. Send your problems to us and through our engineers we will advise you.

#### EQUIPMENT

We are fully equipped with modern, up-to-date labor-saving machinery to take care of your needs. All the machinery we use is the property of the firm.

#### STRIKE WHILE THE IRON IS HOT

Remember, the longer you delay in placing your patented device on the market, the less you will receive for the efforts and expense you have put into this device up to present date, and the less valuable your patent becomes. If you have faith in the merits of your invention, have a correct sample or model made and have the device manufactured and placed on the market with the least possible delay.

#### REPUTABLE BUSINESS POLICY

There are firms that promise to buy, sell, or what not, inventions for inventors. Beware of crooks. Remember, the manufacturing business offers an abundance of opportunities which the inventor should grasp. Remember,

DO IT NOW



**we are reputable business men, doing work for large concerns.**

When a firm has continuous business with houses like Williams Mfg. Co., The Cincinnati Shaper Co., The Herschede Hall Clock Co., and The Crosley Radio Corp. (WLW), nationally known concerns and others, it can well be classed as a reputable firm, for these large companies demand quality and practice economy, which is our promise to you.

We have, at a very large expense, just installed a large automatic die grinder with magnetic chuck, for surface grinding our dies and have imported the very finest filing machine for filing dies, together with a lot of standard machine tools recently purchased, makes our equipment equal, if not better, than any plant that we know of.

### **GUARANTEE**

All our work is guaranteed to be satisfactory in every respect. When it is necessary to make a working model the cost of this work is absorbed in the manufacturing of your invention after the first order is completed. All dies, tools and patterns are kept in working order and replaced when worn out without cost to you on your continuous orders.

---

**THE REX ENGINEERING CO.**

3204 Beekman Street

CINCINNATI, OHIO

The image shows a book cover with a decorative border consisting of two horizontal bands of repeating circular motifs. The text is centered on the cover.

# **Commentations**

by  
**MODERN INVENTORS**

# To whom it may concern

Bell, Calif.

The Rex Engineering Company,  
Cincinnati, Ohio.

Dear Sirs:

Received the shipment in good order. The plates were fine. Things are looking mighty fine here and I have some very good prospects for a real business. What do you think of the device? And have you any suggestions to make? Can you figure an inexpensive tool for the sash installation. Would like to figure out something if possible.

Thanks for your interest so far, will place a big order in the near future.

Respectfully yours,

H. G. Kimbro

**T**HE above letter and many others that follow prove our ability to give our customers full value for the money spent for dies or the manufacture of articles for the market. Any of these customers would be glad to give you additional information about our company. These men are very busy and a self-addressed envelope with postage enclosed would be an act of courtesy, due them, when writing for further information.

REX ENGINEERING CO.

3204 Beekman Street

Cincinnati, Ohio



Conrad, Mont.

The Rex Engineering Co.,  
Cincinnati, Ohio.

Gentlemen:

Received your sample milk pail holders yesterday and say, they sure work fine. I took them to town to the hardware dealer, and asked him to try them out. After he put them on the pails, I asked him, "Would they be good enough to put on the market that way?" Said he: "Absolutely, they work to perfection."

Thanks for the perfect work,

Andrew H. Palmbush,

R. R. 1, Conrad, Mont.

---

## TO WHOM IT MAY CONCERN

Buhl, Idaho.

The Rex Engineering Company,  
Cincinnati, Ohio.

Gentlemen:

I have received the sample of my Trousers Hanger and must say that I was more than surprised to see the difference between the crude model that I sent you and the one you make for me, regarding to nice appearance and perfect workmanship, and yet not changing the principle of the invention.

As to your work on perfecting models I can recommend THE REX ENGINEERING COMPANY to any inventor that has model work to be done promptly and at small cost.

Yours very truly,

Lumir Svancara,

R. 3, Buhl, Idaho

**A**FTER completing the dies for the above customers we received orders for manufacturing the articles themselves. We are so equipped that we can make the articles for the market at a great saving.





P. O. 441, Genoa, Neb.  
Mr. C. Wasmer, Gen. Mgr.  
Rex Engineering Co.  
Cincinnati, Ohio.

Dear Sir:

I have your letter of November 2nd, and also the model of the comb that you made for me. Your workmanship is excellent. Please give me an estimate on the cost of manufacturing the first 100 combs.

Yours truly,

Wm. J. Borer

Iron Mountain, Mich.

The Rex Engineering Co.  
Cincinnati, Ohio.

Gentlemen:

I have the sample mail receptacle that you have completed for me. I would be happy to advise anyone to let you do developing and manufacturing for them as I believe you are efficient and trustworthy, I am

Yours very truly,  
M. E. Hughes

Glen Rose, Texas

The Rex Engineering Co.  
Cincinnati, Ohio.  
Gentlemen:

In regard to the model you have made for me, it was fine and dandy and was well pleased with it. Would like to have your closest figures as I will give you first place. I want three different sizes and I want them complete and ready for use. Hoping to hear from you soon, with your prices for a 100 and by the 1,000, I remain

Yours truly,  
Mr. George M. Hale

530 South Winebiddle Ave. E.

E. Pittsburgh, Pa.  
The Rex Engineering Co.,  
Cincinnati, Ohio.

Gentlemen:

I received the hand model of the Blade Holder some time ago and am very well pleased with your work.

Yours truly,  
C. E. Gahagan

Murray, Utah

The Rex Engineering Co.  
Cincinnati, Ohio.

Dear Sirs:

I have the splendid model of wrench, weighing exactly two pounds. I realize that a well-made model, even though often expensive, is a very necessary step in the right direction.

I believe that you are trying to be fair with me, and so hope to be able to give you liberal orders in the future.

And thanking you, I remain  
Yours truly,  
J. Heber Hancock

Lansing, Mich.

The Rex Engineering Co.,  
Cincinnati, Ohio.

Gentlemen:

I received the sample of heater you made for me and sure was very pleased with same.

I will show this sample to the firm I plan on selling them through and you will hear from me in the very near future, in regard to making them.

Respectfully yours,  
Laurence Lynch,  
405 Cowley St.,  
E. Lansing, Mich.

Conrad, Mont.  
The Rex Engineering Co.,  
Cincinnati, Ohio.  
Gentlemen:

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R. 3, Buhl, Idaho

AFTER completing the dies for the above customers we received orders for manufacturing the articles themselves. We are so equipped that we can make the articles for the market at a great saving.

#### TO INVENTORS

Being the inventor of a Water and Soap Saving Device, I take pleasure in recommending the facilities of the Rex Engineering Tool & Die Co., of Cincinnati, Ohio, to other inventors for the making and perfecting of their patent inventions.

I have found them honest, reliable and efficient, and am greatly pleased with the work they have done for me.

Mrs. Jenny Braash Fortain,  
R. F. D. No. 1, Box 568,  
Redondo Beach, Calif.

Berlin, Pa.,  
June 20, 1928

The Rex Engineering Co.  
Cincinnati, Ohio.

Gentlemen:

I received the sample of the new Windshield Wiper, and I appreciate the excellent work you have done for me on this heated Windshield Wiper. The machine finish makes the invention look like a success.

Yours very truly,  
Wm. O'Dwyer

So. Boston, Mass.,  
June 7, 1928

The Rex Engineering Co.  
Cincinnati, Ohio.

Gentlemen:

I received your letter and Ash Sifter, and I thank you sincerely for the way that you worked out the construction to your own judgment. It is the best anybody could do with the instructions given you by me.

Yours very truly,  
John F. Hargadon

# Commentations

by  
**MODERN INVENTORS**

**The Rex Engineering Company**

**3204 to 3210 BEEKMAN ST.**

**DEPT. D**

**CINCINNATI, O.**

Postage  
Will Be Paid  
by  
Addressee

No  
Postage Stamp  
Necessary  
If Mailed in the  
United States

# Business Reply Envelope

FIRST CLASS PERMIT NO. 1738-R. SEC. 510 P. L. & R., WASHINGTON, D. C.

## ***SUCCESSFUL INVENTIONS***

***Eighth Floor, Barrister Building***

***635 F Street Northwest***

***Washington, D. C.***



ESTATE OF CARL G. FISHER  
927 West 41st Street,  
P. O. Box 2491  
Ocean View Station  
Miami Beach, Florida.

Sept. 29, 1942.

Joshua Hendy Iron Works,  
Sunnyvale, California.

Attention: Mr. L. T. McGuire.

Dear Mr. McGuire:-

Mrs. Carl G. Fisher has submitted to me, as Executor of the Estate of Carl G. Fisher, your letter of September the 8th, wherein you refer to the design patents on Treiber Diesel engines.

Your letter indicates that you are under the impression that the design patents and/or the control of those patents were vested in Mr. Fisher personally. If so, you must have obtained information from some source indicating that to be a fact.

The undersigned was the Receiver of the Treiber Diesel Engine Corporation which, at the time of the receivership, was located in Camden, New Jersey; and as Receiver, I operated that plant for a period of time, and subsequently disposed of all of the assets, including patterns, drawings and patents, and, to the best of my knowledge and belief, the patents disposed of included all of the basic as well as other patents issued in the name and/or control of, or made use of by the Treiber Diesel Engine Corporation, and there were no Treiber Diesel engine patents issued to, owned, and/or controlled by Carl G. Fisher personally.

Now, if you have information or knowledge that there were any Diesel engine patents issued to and/or recorded in the name of Carl G. Fisher personally, and you will let me know, I will be very glad indeed to see what can be done to run down and locate the present owner or owners, and both Mrs. Fisher and I will be glad to do whatever we can to assist.

If there is any one design or other patent or patents in which you are particularly interested, if you will advise what the design patent numbers are and give complete information, I will be very glad to look through my old records - such of them as are now available - and advise you, if possible, where they are now located and/or to whom they were sold by the undersigned as Receiver of the Treiber Diesel Engine Corporation.

Yours very truly,

ESTATE OF CARL G. FISHER,

F. R. Humpage, Executor,

FRE:AVM

P.S.--

I have just located a Price List of Treiber Diesel engines (copy enclosed) effective as of February 1st, 1929; which will give you an idea of the types, horsepower, number of cylinders, etc., of the Diesel engines which the Treiber Corporation were prepared to build on order. This may be of interest and perhaps of some value to you. F.R.H.