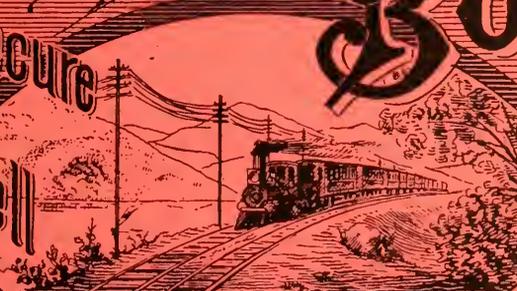


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THE INVENTORS' **HAND**

BOOK

How to Secure
AND
How to Sell



PATENTS

F. L. RICHARDS & CO.
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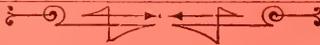
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—THE—

INVENTORS' HAND-BOOK,

CONTAINING FULL INFORMATION IN REGARD TO

SECURING AND SELLING PATENTS,

BOTH FOREIGN AND DOMESTIC,

Together with an abstract of the Patent Laws of every country in the world, that issues Patents.

By Richards (P. 27)



Interior View, Main Office, E. L. RICHARDS & Co., 814 Broadway, New York.

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(New York, 1882)

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SECURING PATENTS.

DOES IT PAY TO SECURE PATENTS?

WE cannot better answer this question than by quoting the following article, which appeared in the *Scientific American* of December 24, 1881 under the heading of "Patents as Investments:"

"It has been said that the introduction of useful inventions seems to hold by far the most excellent place among human actions. Unfortunately this, like many other truths, is not sufficient of itself to incite the inventive faculty. In these money-getting times mere sentiment succumbs to pecuniary gain, and, when the value of an invention is called into question, it is not its moral or beneficial effect upon the community that is considered, but rather the more practical one of its influence upon the pocket. Do patents pay? is a question often put and frequently answered in the negative, but erroneously so. For the amount of money invested, there are few properties that have paid more handsomely. Take the leading investments of the day; how many of them are gigantic failures? Of course all patents do not pay, neither do all investments in any description of property; but in these days of wild speculation, railroad bubbles, and bank failures, it may be very opportunely asked whether thirty-five dollars, or a little over two dollars a year, paid to the government for a seventeen years' exclusive right in and to some useful invention, is not a promising investment? It at least is not a very extravagant one.

"We all know of patents that have paid their millions, but we do not all know of the many thousands upon thousands of patents which have realized for their owners amounts varying from five thousand to fifty thousand dollars and upward. Contrast these realizations and the paltry outlay required with other investments, and where is the property which yields as large a return? That many patents do not pay is not always the fault of the invention, but not unfrequently is due to the want of proper commercial management, or to the clumsy form in which the invention, perhaps a very meritorious one, has been ushered to the public. But even these patents ultimately sometimes prove valuable, on account of the principle involved or some one particular construction or combination they cover, so that holders of subsequent patents are compelled to pay tribute, and it is never safe to consider a patent worthless because it is dormant. Its day, after the lapse of years even, may come unexpectedly.

"Again, inventors frequently are at fault in not following up their inventions by fortifying the original patent with subsequent ones covering improvements in matters of detail. Nor should repeated failure discourage an inventor; for, if only one patent out of every ten pays, it will many times more than compensate for the cost of the ten. Not merely scien-

tific men and mechanics, but men of leisure, will do well, then, to consider whether a patent, if only as a speculation, is not a cheap investment, even if the weightier consideration of advancing the cause of science or adding to human comfort, by ever so small a step, be altogether discarded."

WHAT MAY BE PATENTED, AND WHO MAY OBTAIN PATENTS.

THE United States grants patents on the following classes of inventions :

FIRST.—A new combination of mechanical parts or instruments, whereby a new machine is produced, though each of the parts be separately old and well known.

SECOND.—An improvement on any known machine, whereby such machine is rendered capable of working more beneficially.

THIRD.—The manufacture of a new vendable substance, whether produced by a chemical or mechanical process.

FOURTH.—When an old manufacture is improved by some new method of working, the means of producing the improvement, whether chemical or mechanical, are patentable.

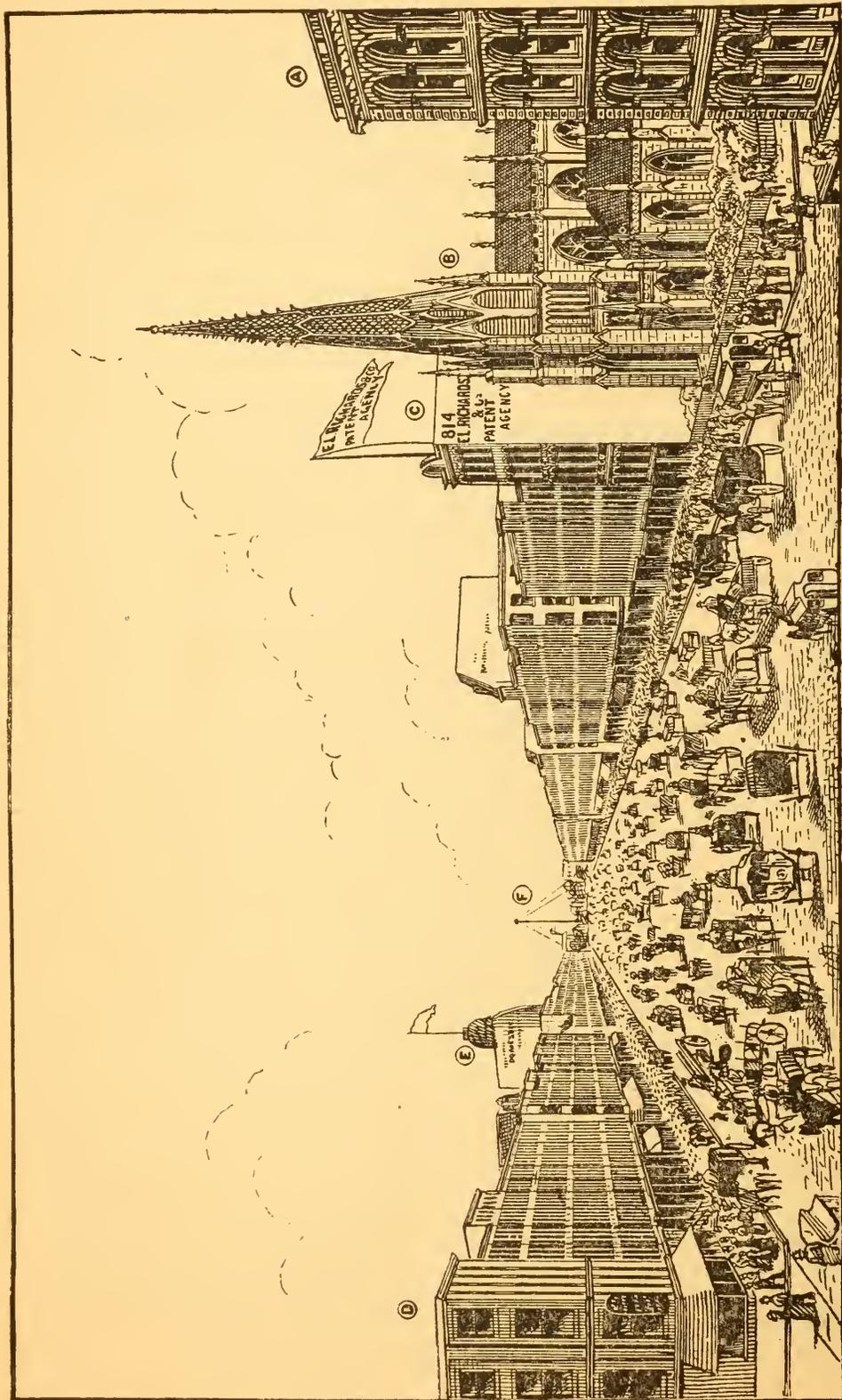
FIFTH.—The application of a known substance or material to a new purpose, and also the application of old machines in manufactures to which they have not been before applied, when a beneficial result is obtained, is the subject of a patent.

It will thus be seen that anyone being the original and first inventor or discoverer of any new and useful art, machine, manufacture, or composition of matter, or any new and useful improvement thereof, may obtain a patent, provided only:—that it has not been known or used by others in this country, and not patented or described in any printed publication in this or any foreign country before his invention or discovery thereof, and not in public use or on sale for more than two years prior to his application for the patent, and unless the same is proved to be abandoned. The fact of its being patented first in a foreign country does not debar its being patented here. Citizens and foreigners alike can secure patents in this country, and on the same terms. Joint inventors are entitled to a joint patent: neither one can claim a patent separately; but the independent inventors of separate and independent improvements in the same machine cannot obtain a joint patent for their separate inventions, nor does the fact that one man furnishes the capital and the other makes the invention entitle them to make application as joint inventors. In such cases the patent should be applied for in the name of the inventor alone, who may, however, assign any part or the whole of his rights during the prosecution of his application and before the issue of the patent. •

RELIABLE ATTORNEYS NECESSARY — WHO TO EMPLOY.

THE LARGEST — THE BEST.

WHILE it is not absolutely necessary to employ an attorney in order to apply for and secure a patent, as all persons are allowed to make and prosecute their own applications, yet in the majority of cases it is manifestly best to secure such assistance. It requires special knowledge and experience to properly draw up the necessary papers, and more especially to fully and completely protect the invention in the claims. The drawings, as well as the rest of the application, must be prepared in a specified manner or they will not be accepted at the patent office, and in all these and many more particulars the inventor requires the aid of *reliable* attorneys. The Commissioner of Patents has fully explained these points in "THE RULES OF PRACTICE IN THE UNITED STATES PATENT OFFICE," in which he says:— "*As the value of patents depends largely upon the careful preparation of the specification and claims, the assistance of competent counsel will, in most cases, be of advantage to the applicant; but the value of their services will be proportionate to their skill and honesty, and too much care cannot be exercised in their selection. The office cannot assume responsibility for the acts of attorneys, nor can it assist applicants in making selections. It will however, be unsafe to trust those who pretend to the possession of any facilities except capacity and diligence for procuring patents in a shorter time or with broader claims than others.*" Too much cannot be said against that class of people styling themselves "Patent Solicitors" who allow their fees to be contingent. With them, as a matter of course, seeing their pay depends on it, everything gives way to the one object of securing a patent, no matter what kind of a patent so long as it is a patent; and the patents they procure are almost invariably valueless to the inventor, as he finds his inventions so poorly protected that he is either compelled to have the patent reissued at a cost of \$60, or to lose the fruits of his labor. Another similar class is comprised of parties who claim to secure patents for very small fees. Those who patronize such people forget that good workmen do not work for small wages, and that cheap work is always the dearest in the end. Our fees are as low as any other reliable firm, and as low as any firm can give good work for, and our facilities equal to any. We (E. L. RICHARDS & CO.) have the largest agency for securing and selling patents in the world. Besides having permanent branch offices in nearly all the larger cities of this country, and agents in smaller towns, we have correspondents in nearly every foreign country, and can therefore give all business, whether domestic or foreign, the most careful and prompt attention. In Washington we have a permanent branch office, within 100 feet of the patent office, and both in our home and branch offices we give and accept only the very best class of work. We have therefore the largest possible facilities for the prompt and thorough transaction of business.



NEW YORK STREET SCENE.

A, A. T. Stewart & Co.'s immense store. **B**, Grace Church. **C**, E. L. Richards & Co.'s New York Office. **E**, Domestic Sewing Machine Co. **F**, Union Square.

INVENTORS WITHOUT CAPITAL.

WE receive a large number of letters every day from inventors who have not sufficient money at their disposal that they can employ for the purpose of securing a patent. Many of them have inventions that would be very valuable if patented and properly handled. Their universal inquiry is—"What shall I do?" "Can't you secure a partner for me?" The proper and only successful course for such inventors to pursue is to thoroughly canvas among their friends and acquaintances for the necessary capital. Don't stop trying until you have succeeded in securing it. In most cases the party furnishing the money will be amply repaid and satisfied for the money advanced, if he receives as payment a County or State right or an undivided interest in the invention, say from one eighth to one quarter. Or the money may be advanced as a loan to be repaid from the first money received from the patent.

In ninety-nine cases out of a hundred inventors will succeed in raising the necessary money in this way, but it must be borne in mind that constant and persistent efforts must be made. No one can succeed in any undertaking without earnest, patient work. Don't give up. You will succeed if you keep trying, and if a good patent is finally secured, you will be more than repaid for your work and trouble.

PRELIMINARY EXAMINATION.

THE first thing is to ascertain whether the invention *is new*. This can generally be done by making a preliminary examination, which consists in making a search of the records of the Patent Office in the class to which the invention belongs. We (E. L. RICHARDS & CO.) having a permanent branch office in Washington, located directly opposite the Patent Office, and having access to the records, can give this examination personal and careful attention. It is always advisable to have this examination made, and to be sure it is thoroughly done, as if a patent cannot be obtained by reason of prior inventions, this search may save the inventor the cost of making application—\$40—and the time that would necessarily be wasted. To make this examination, send us a sketch, photograph or model, together with a description of the invention, and our fee of \$5.00, which includes all expenses and our charges.

The fee paid for preliminary examination does not in any case apply toward paying for the patent.

In many cases in making the examination we find portions of the invention new and portions old. In such a case the inventor is enabled to modify or enlarge his claims in accordance with the report.

Where a preliminary examination is required on more than one invention \$5.00 for each must be sent, as each requires a separate search.

CAVEATS.

THE object of a caveat is to protect the inventor while he is testing and perfecting his invention or discovery. A caveat should be filed at once as soon as the invention or discovery is made, if time is required to perfect it. Caveats are filed in the secret archives of the patent office, and no one is

allowed to examine them except upon the written order of the Caveator. No search is made by the patent office as to the patentability of the invention claimed in the Caveat. The filing of a Caveat affords immediate and sure protection against the issue of a patent for the same invention, without the knowledge of the Caveator, during the life of the Caveat, and should an application for a patent be made by another party, the Caveator would be immediately notified so that he could prove his priority of invention, and thus secure the patent for himself. The Caveat itself can be used as an evidence of priority.

To be of any value the Caveat must be most carefully written, and such work should not be entrusted to irresponsible or inefficient parties.

To apply for a Caveat all that we need is a sketch, photograph or model and a description of the invention. The total expense of filing a Caveat through us is usually \$25, of which \$10 is the government fee, and \$15 our usual charge for preparing the papers, and transacting the business at Washington. Where the case is intricate, requiring an unusual amount of work, our charges for the extra time and labor are very reasonable. No portion of the money paid for a Caveat can be applied on the cost of the patent. A Caveat can be renewed from year to year on payment of \$13. The government fee being \$10, and our charges for attending to the payment etc. \$3.

A Caveator can manufacture and sell his invention, using the stamp "Caveat filed," which often aids in effecting sales, but a patent should be applied for within two years of the first public use. A Caveat cannot be assigned or sold however, nor does it secure any exclusive right to manufacture and sell. Only a patent can secure that right.

APPLYING FOR THE PATENT.

AFTER the invention has been perfected the next step is to apply for the patent.

The entire cost of making the application, where the case is simple, is \$40 of which \$15 is the government fee for filing, and \$25 our (E. L. RICHARDS & CO.), charges for preparing the necessary papers and prosecuting the application before the Patent Office. If the patent is not granted, the applicant loses this cost of making the application. After the patent has been allowed the inventor has six months in which to pay the final government fee of \$20 before the patent is issued. The above charges are all expenses, except when an appeal is required.

Thus the whole cost of securing a patent through us is usually \$60. In case the invention is complicated, requiring much extra work, or several sheets of drawings, we are obliged to make an extra charge, which will be reasonable in all cases, depending entirely upon the extra time and labor involved.

All that we require to enable us to prepare the papers is a clear sketch or model, together with a *full and explicit* description of the merits and workings of the invention. Too much care cannot be exercised in this last particular. Explain everything fully. If you do not do this you neglect and are likely to damage your own interests. Give your full name including middle name, and remit \$15 on account. We will then prepare the

official drawings and specifications, and send the latter to you for examination, giving at the same time full directions about signing and returning to us. The next fee, which is usually \$25 is then payable. As soon as the papers are received from you, we send them to the Patent Office for official examination. Address all correspondence plainly, and make all remittances to the order of E. L. RICHARDS & CO. Always remit by express, postal order, draft or registered letter.

MODELS.

A working model is always desirable, although it is not absolutely necessary except when required by the Patent Office. If we have a model, we are able, through our Washington Office, to show and fully explain the same to the examiners in charge of the application. Often times this is a great benefit and aid in the prosecution of the case.

Models should be neatly made, of durable material (metal preferred). Don't use glue. Models should not be over one foot in length, width or height. Paint the model neatly (if made of wood), and have your name and address permanently fixed thereon to prevent loss. It is always best to have the model made under your personal supervision, as during its construction you may perceive points where the invention may be made more perfect than was at first contemplated. If you are unable to have one made in your locality we (E. L. RICHARDS & CO.,) can have proper models built by experienced and trusty makers, at moderate charges. Models may be sent either by mail or express; all large models should be sent by express. All charges must be prepaid in full.

PROSECUTING APPLICATIONS, AND APPEALS.

UPON receipt of the application at the Patent Office, it goes before the primary examiners in the class to which it belongs, and is there examined as to its novelty and consequent patentability. This examination is very thorough, and it frequently happens that the work required to prepare a patent case is trivial compared with the work often necessary to prosecute applications during the examination at the Patent Office, and to meet and overcome all objections, and secure strong equitable claims. When the primary examiner finally rejects the application and refuses to allow a patent, we promptly report the case to our client, and advise him as to the probabilities of securing a reversal of the examiner's decision by making an appeal. Three appeals are allowed.

First Appeal.—From the Primary Examiners to the Examiners-in-Chief.

Second Appeal.—From the Examiners-in-Chief to the Commissioner of Patents.

Third Appeal.—From the Commissioner of Patents to the Supreme Court of the District of Columbia.

To make the first appeal a government fee of \$10 must be paid. On making the second appeal a government fee of \$20 is required. Our charges for preparing and conducting these appeals depend upon the amount of work involved, but are moderate in every case.

REJECTED CASES.

ANY rejected case can be taken up for prosecution at any time within two years from the date of the last official action. We give prompt and careful attention to all business of this description. It often occurs that the case has been rejected on account of defects in the application. We can correct such mistakes and put the case in proper shape.

RENEWAL OF ALLOWED CASES.

AFTER a patent has been granted the applicant has six months time in which to pay the final government fee of \$20. Should this fee not be paid within this time the patent can only be secured by making a new application and by paying a new fee of \$15. This action can be taken at any time within two years from the expiration of the six months above mentioned.

INTERFERENCE OF PATENTS.

WHEN two or more cases are found upon examination to claim the same invention they are thrown into interference, for the purpose of determining the question of the priority of invention, and the applicant proving his priority will receive the patent. In conducting such cases the proceedings and arguments are governed by legal rules. The testimony of both inventors and their witnesses are taken, and the case goes before the office. There is no appeal from a decision of the Commissioner of Patents in interference cases, and great care should be exercised in employing only such counsel as can give the matter the most careful attention. Having a permanent branch office in Washington, as well as offices in nearly all large cities we (E. L. RICHARDS & CO.) have special facilities for taking testimony in all parts of the country; and our charges for this and for conducting the case before the Patent Office are always moderate.

RE-ISSUES.

IT often occurs, especially where incompetent attorneys have been employed, that after a patent has been issued that errors are found in the specification or claims. Perhaps the claims are not broad enough, and outside parties have taken advantage of this state of affairs, or the patentee has claimed more than he had a right to claim as new, and the original patent is held to be invalid. In all such cases a new and corrected patent may be obtained and the old patent canceled, provided the error has arisen from inadvertence, accident, or mistake, and without any fraudulent or deceptive intention. In the cases of patents issued and assigned prior to July 8, 1870, the applications for re-issue may be made by the assignees; but in the cases of patents issued or assigned since that date the applications must be made and the specifications sworn to by the inventors, if they be living.

Re-issues may be applied for at any time during the life of the original patent, and as often as may be deemed necessary. Many of the most

valuable patents have been many times re-issued. The re-issued patent continues in force for the balance of the time for which the old patent was granted.

An original patent may be divided up into two or more separate patents by re-issue. New improvements cannot, however, be added or inserted. They can only be covered by a new application.

The usual costs of a simple re-issue case are \$60, of which \$30 is the government fee, and \$30 our fees for attending to the case. None of the money can be returned if the Patent Office rejects the application.

In order to apply for a re-issue send us (E. L. RICHARDS & CO.) the original patent, together with full instructions in regard to the changes you wish made. Also remit \$30 on account; we will then prepare the case without delay, and send to you for signature. The next fee of \$30 is then due, and should be sent at the same time with the papers, by Express or Registered Letter.

If the original patent has been lost we will procure a certified copy from the Patent Office at reasonable rates.

DESIGN PATENTS.

A patent for a design may be granted to any person, whether citizen or alien, who, by his own industry, genius, efforts, and expense, has invented or produced any new and original design for a manufacture, bust, statue, alto-relievo, or bas-relief; any new and original design for the printing of woolen, silk, cotton, or other fabrics; any new and original impression, ornament, pattern, print, or picture, to be printed, painted, cast, or otherwise placed on or worked into any article of manufacture; or any new, useful, and original shape or configuration of any article of manufacture, the same not having been known or used by others before his invention or production thereof, or patented or described in any printed publication, upon payment of the duty required by law and other due proceedings had, the same as in cases of inventions or discoveries.

Patents for designs are granted for the term of three and one-half years, or for the term of seven years, or for the term of fourteen years, as the applicant may elect in his application. The patent expires at the end of the term for which it is first granted. No extension.

The cost of design patents are as follows:—Patent for three and a half-years \$25, of which \$10 is the government fee, and \$15 our charges for preparing the papers and attending to the business; Patent for seven years \$30, of which \$15 is the government fee, and \$15 our charges; Patent for fourteen years \$45, of which \$30 is the government fee, and \$15 ours.

In order to apply for a design patent, send us (E. L. RICHARDS & CO.) your full name and address, together with twelve photographs of the design, not mounted. These photographs should not be of a size exceeding 7½ inches by 11. Send also fees in full as above.

SEARCHES AND ABSTRACTS.

HAVING a permanent branch office in Washington, and having access to the records, we (E. L. RICHARDS & CO.) have special facilities for making all kinds of searches and abstracts, and of obtaining any and all de-

sired information in regard to patents and assignments. If you wish to know in whose name the title to a patent is officially recorded; or if you wish an abstract of all the recorded deeds of transfer connected with any patent, or any other information in this line, send us name of patentee, number and date of patent, and a fee of \$5, and we will give you such information without delay.

INFRINGEMENTS.

INFRINGEMENTS occur much less frequently than most people suppose; and in general, unless you have special reason to believe that infringement exists, the best way is not to give yourself trouble about it until some one troubles you.

The general rule of law is, that the first original patentee is entitled to a broad interpretation of his claims. The scope of any patent is therefore governed by the inventions of prior date. To determine whether the use of a patent is an infringement of another, generally requires a most careful examination of all analogous prior patents, and an opinion based upon such research requires for its preparation much time and labor.

The expense of these examinations, with written opinion, varies from \$25 to \$100 or more, according to the labor involved.

DISCLAIMERS.

WHENEVER, through inadvertence, accident, or mistake, and without any fraudulent or deceptive intention, a patentee has claimed more than that of which he was the original or first inventor or discoverer, his patent shall be valid for all that part which is truly and justly his own, provided the same is a material or substantial part of the thing patented; and any such patentee, his heirs or assigns, whether of the whole or any sectional interest therein, may, on payment of the fee required by law, make disclaimer of such parts of the thing patented as he or they shall not choose to claim or to hold by virtue of the patent or assignment, stating therein the extent of his interest in such patent. Such disclaimer shall be in writing, attested by one or more witnesses, and recorded in the patent office; and it shall thereafter be considered as part of the original specification to the extent of the interest possessed by the claimant and by those claiming under him after the record thereof. The cost of filing a disclaimer is usually \$20, of which \$10 is the government fee and \$10 our charges for preparing the papers and attending to the case.

ASSIGNMENTS.

EVERY patent or any interest therein is assignable; and the patentee or his assigns or legal representatives may, in like manner, grant and convey an exclusive right under his patent to the whole or any specified part of the United States.

Interests in patents may be vested in assignees, in grantees of exclusive sectional rights and mortgagees, and in licensees.

An assignment, grant, or conveyance will be void as against any subsequent purchaser or mortgagee for a valuable consideration, without notice,

unless recorded in the patent office within three months from the date thereof.

Assignments which are made conditional on the performance of certain stipulations, as the payment of money, if recorded in the office, are regarded as absolute assignments, until canceled with the written consent of both parties, or by the decree of a competent court.

Inventions can be assigned at any time, either before or after the patent is applied for, or after its issue. In every case where it is desired that the patent shall issue to an assignee, the assignment must be recorded in the patent office at a date not later than the day on which the final fee is paid. Parties wishing to have assignments drawn up in proper form and recorded, can send us (E. L. RICHARDS & Co.) full names and residences of all parties with all particulars in full, together with a fee of \$5, which usually includes all expenses.

COPIES OF PATENTS.

ON receipt of twenty-five cents, we (E. L. RICHARDS & CO.) will furnish a full copy of the specification, claims and drawing of any United States patent issued since 1867, or a copy of the drawings of any United States patent from the earliest date, provided the name of patentee and year of patent is furnished us. If we have to search for the information our charge for the search is \$5. Prior to 1867 the specifications were not printed. We can furnish copies in writing, however, at 10 cents per 100 words. Parties ordering can remit \$2 on account, and pay any balance when copy is sent. Copies of the claims of any patent from 1828 to 1867 will be furnished for \$1.

TAXES AND STATE LAWS CONCERNING PATENTS.

AFTER a United States patent is issued, it is not subject to any tax or additional payment of any kind either Governmental, State or local. The patent and all its rights are under the owner's control.

All State laws that interfere in any way with the free sale, use or enjoyment of patents by the patentee, or his agents or assignees, are null and void. No State can require a patentee or his agent to file copies of patents, take licenses, procure certificates or comply with forms, and all State laws purporting to release the payor of ordinary notes of hand given for patents, or which require any special words concerning a patent to be written on the face of the note are void and unconstitutional. When the patentee has complied with the laws of Congress and secured his patent, he has a right to go anywhere in the United States and sell his property.

TRADE-MARKS.

THE law passed March 3d, 1881, provides that any person, firm or corporation domiciled in the United States, or located in any foreign country, which by treaty, convention or law affords similar privileges to citizens of the United States, and who is entitled to the exclusive use of any trade-

mark, and uses the same in commerce with foreign nations, or with Indian tribes, may obtain registration at the Patent Office by paying an official fee of twenty-five dollars, and complying with such rules and regulations as the Commissioner of Patents may prescribe. The following countries have treaties with the United States at this time, viz.: Russia, Belgium, Switzerland, France, Austria, the German Empire and Great Britain. The duration of the registration is thirty years, with a right to renew for thirty years more on payment of twenty-five dollars additional.

Parties who obtained registration under the old law may apply for new registration, and in such cases the money formerly paid in will be credited on the new application.

A trade-mark consists of a distinctive or special name or title for an article, or a device, design or stamp, or combination thereof, applied to merchandise, or the envelopes or packages. But the mere business name of a person or firm is not registerable as a trade-mark.

Words that are merely descriptive of the article cannot be registered as trade-marks.

For example, the words "Blue Writing Paper," cannot be registered. But the same words, if accompanied by a device or picture, such as a dragon, might be registered. The words "Canned Tomatoes," could not be registered as a trade-mark for use upon packages of such goods; but the words "Acme Canned Tomatoes" might be registered. The whole cost of registering a trade-mark through us is \$40. To apply send us name and address in full, and a full description and twelve fac-similes of the trade-mark you desire to register; also remit \$15 on account. We will then prepare papers without delay, and send to you for signature. The next fee of \$25 is due when you return the papers.

SEARCHES.—Parties desiring to know whether certain words or devices have already been registered, can procure the information without delay by addressing us, and enclosing a fee of \$5.

ASSIGNMENTS.—Trade-marks can be assigned in the same manner as patents. Our fee for drawing up assignments and registering the same is usually \$5.

LABELS AND PRINTS.

LABELS and prints of all kinds, for boxes, bottles, packages, for medicines, compounds, and all merchandise, can be protected, and the exclusive right controlled by copyright registration in the Patent Office.

The whole cost to secure such registration through us (E. L. RICHARDS & CO.) is \$15, of which the government fee is \$6, and our charges for preparing and attending to the case \$9.

To make application send us your full name and residence, and *six* copies of the label or print, together with fee in full as above. We will then prepare the papers and file them in the Patent Office, and can usually forward the official certificate of registration within ten days' time.

This registration secures the exclusive use of such label or print for twenty-eight years, and it may then be renewed for fourteen years more, or forty-two years in all.

The law interprets the word LABEL to mean a slip or piece of paper, or other material, to be attached in any manner to manufactured articles, or

to bottles, boxes, and packages containing them, and bearing an inscription (not a trade-mark), as, for example the name of the manufacturer, or the place of manufacture, the quality of goods, directions for use, etc.

By the word "PRINT" is meant any device, picture, word or words, figure or figures (not a trade-mark), impressed or stamped directly upon articles of manufacture, to denote the name of the manufacturer, or place of manufacture, style of goods, etc.

But no such print or label can be registered unless it properly belongs to an article of commerce, and be as above defined; nor can the same be registered as such print or label when it amounts in law to a technical trade-mark.

Printers and others, who design or arrange labels, may register the same as their own productions, and thus secure the exclusive right to sell and print such labels.

ASSIGNMENTS.—Copyrights for labels and prints may be assigned in the same manner as patents, and should be recorded. Our charges for preparing and recording assignments are usually \$5.

COPYRIGHTS.

ANY citizen or resident of the United States may obtain a copyright who is the author, inventor, designer or proprietor of any book, pamphlet, map, chart, dramatic or musical composition, engraving, cut, print, or photograph or negative thereof, or of a painting, drawing, chromo, statue, statuary, and of models and designs, intended to be perfected as works of the fine arts.

A copyright is not valid unless the title or description is recorded in the library of Congress, *before the publication of the work*.

Copyrights are granted for twenty-eight years, and may be renewed for fourteen years more, if the renewal is filed within six months before the expiration of the first term.

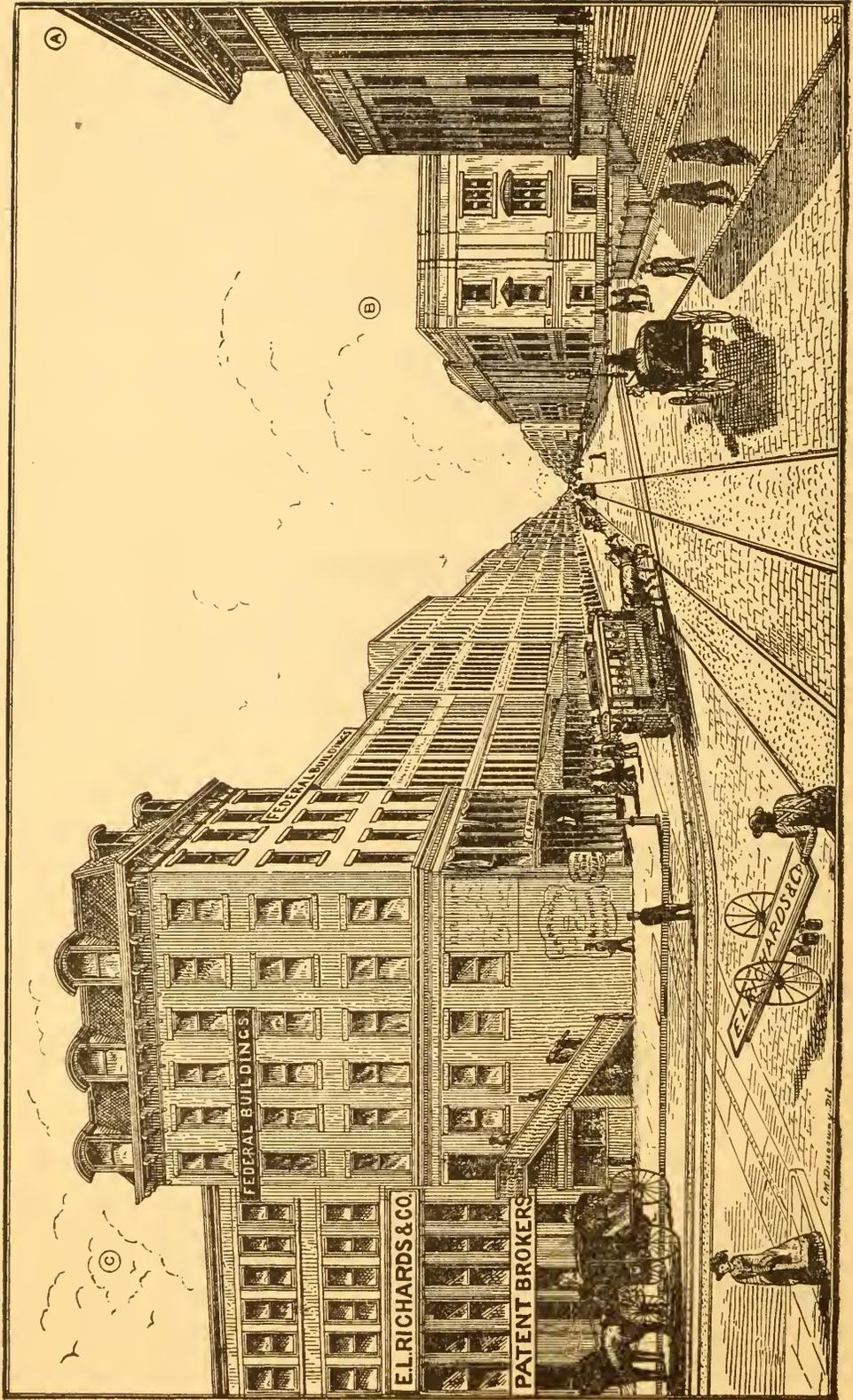
The entire cost of securing a copyright through us is \$5. To make application send us the *title*, and your name and address in full. If the copyright is desired for a painting, drawing, chromo, statue, statuary, or model or design for a work of art, also send us a brief description. Send fee in full \$5.

ASSIGNMENTS.—Copyrights may be assigned, and the assignments should be recorded. Our charges for preparing and recording assignments are \$5.

QUESTIONS AND ANSWERS.

WE receive by every mail letters from correspondents asking one or all of the following questions, the answering of which takes a great deal of our time. Before writing to us see if the information you desire is not contained in this column. By so doing you will often save both yourself and us much time and trouble.

Q. How long does it take to secure a patent? A. No exact time can be given. In some cases a patent will be granted without any delay—perhaps



WASHINGTON STREET SCENE.

Engraving Office, E. L. RICHARDS & Co.

1861

United States

within two weeks. In other cases much longer time is required. The usual time however, is from four to six weeks.

Q. Can I help my case along by coming to New York or going to Washington? A. You cannot, all business can be satisfactorily transacted by correspondence. If the case should require your personal presence we can send for you.

Q. I wish to secure a patent, and have no money. Can you secure me a partner or capital so that I can proceed at once? A. No. The proper course for you to pursue we give at length on page 6.

Q. Do you give me full information as my case progresses? A. We do.

Q. Must I have a model made? A. Not unless you wish to, or the Commissioner of Patents requires one, which is very seldom the case. A model, however, is generally of great service to us.

Q. What security have I that you will faithfully guard my interests? A. You have none except our well-known integrity in this respect, and the fact that the success of our business is dependent on our honesty. We have the largest agency in the world for securing and selling patents. Our clients and correspondents are numbered by thousands. They can be found in every town and city. Please make inquiry in regard to our standing. Such a thing as the betrayal of a client's interests, when committed to us, has never yet occurred, and is not likely to.

There are still other questions of a special or personal nature such as the following:

“Can a patent be attached and sold for debt?” “Can an owner of a part interest in a patent make, sell, and use, and sell rights to others, without the consent of the other owners?” “I own the State right of a patent; can the patentee manufacture in another State and sell the goods to be used in the State I have purchased?” “I send you an assignment. Is it correctly drawn?”

To questions like the above, or those of a kindred nature, we are always ready and willing to send brief written replies, provided correspondents are thoughtful enough to enclose a small fee in recognition of the service. This should not be less than from one to five dollars. If we find that we are unable to give the information requested we return the money.

HOW WE DO THE BUSINESS.

IN the transaction of our extensive patent business our aim is to be systematic, thorough and expeditious. We do not claim to have any advantage over other agents, at the Patent Office, except so far that we have a permanent branch office in Washington, directly opposite the United States Patent Office, and that thus we can personally watch over and assist the progress of our cases, give explanations, and see that the best claims are allowed.

Everybody knows that the best service and the most reasonable rates are generally furnished by large, well-conducted establishments, and this business is no exception to the general rule.

In preparing our cases we are assisted by the most experienced and able specification writers. The finest mechanical draughtsmen in the country prepare our drawings. And in addition to this we personally supervise all work, securing accuracy and thoroughness in every detail.



SECRET MODEL ROOM.

All communications to us concerning the securing of patents, caveats etc., are *strictly private and confidential*. Adjoining our main office and our exhibition hall, we have a secret model room in which are kept all models, properly labeled to prevent loss, as well as all correspondence relating to pending cases. No one is allowed to enter this room except members of the firm or confidential clerks, so that absolute and inviolable secrecy is attained.

Business is received at all our offices (for location see last page of cover,) and upon receipt at any of our branches, is promptly transmitted to us. Parties at a distance will find it convenient to do all their corresponding with the office nearest to them, and much time may be saved by taking this action.

FOREIGN PATENTS.

AMERICAN inventors having valuable inventions, who do not secure such foreign patents as would seem to be of value, simply throw away their chances of realizing large profits, and in many cases large fortunes. Ordinarily it may be said that when an invention is valuable in this country that it is equally so in foreign countries. Indeed, American ingenuity is now so well known and appreciated that the foreign patents can frequently be sold to better advantage and in shorter time than the United States patent. The cost of foreign patents, although in most cases above that of the American, have, during the past few years, been greatly reduced, and are now within the reach of all.

To ensure the validity of a foreign patent it should be applied for before the American patent is actually issued, as some of the foreign patents will be held invalid if the American patent specifications and drawings have been made public before the application for such foreign patent. In practice we arrange to have them all date simultaneously. (We give the law in each case in the abstract of the laws of foreign countries.) The United States law contains a special provision for the protection of American inventors in this respect so that applications can be made for foreign patents *after* the United States patent is granted, but *before* it is issued, viz:—After the home patent is allowed it may remain in the secret archives of the Patent Office for six months, thus enabling the inventor to arrange for his foreign patents in advance of all other persons.

We (E. L. RICHARDS & CO.) have agents in all the principal foreign countries, and have every facility for giving thorough work and securing the patents in the shortest possible time.

The most desirable foreign patents for American inventors to secure are those of Canada, England, France, Germany, Spain and Belgium. These six patents secure the exclusive monopoly among about One Hundred and Fifty Millions of the most intelligent people in the world.

No models are required in foreign countries, except Canada, but the greatest care and experience are necessary in the proper preparation of the specifications and drawings, and only the best and most experienced agents should be employed.

In order to apply for a foreign patent, send us a model (if you have one) or a drawing, and full explanations of the invention. Be sure and give your name (including middle name) in full, as well as your residence and occupation. If a patent application has been filed in this country all we need is a copy of the American specification and drawing. On receipt of the above with the proper fee, we will proceed with the business without delay. (The full cost of the patent should be remitted unless otherwise specified in the following synopsis of the Patent Laws of the different foreign countries).

SECURING FOREIGN PATENTS IN INVENTOR'S NAME.

WE are the only firm in this country that makes a *specialty* of securing foreign patents in the name of the inventor. Nearly all other solicitors, (even of the highest standing,) to save a little extra work take all foreign patents out as communications from abroad:—That is, in the name of a third party, who is, in the majority of cases, the foreign correspondent of the solicitor here.

This practice cannot be too severely denounced, as it places the inventor in the power of the foreign agent taking out the patent. According to the old practice of taking out the patent as a communication from abroad, all right, title and interest is vested at law in the person in whose name the application is made, and the inventor has no right and no remedy except by proceedings through a court of equity, in event of a quarrel or dispute between the parties. Again, in case of the death of the party in whose name the patent is applied for, tedious and expensive proceedings in a court of probate must be had to recover the patent. As an illustration of this a short time ago on the death of a prominent foreign agent over 1400 claims had to be thus proven, at great expense to each inventor.

By securing the patent in the name of the inventor, which practice we, (E. L. RICHARDS & CO.,) are the first to introduce and make a specialty of, the patent of invention is immediately and absolutely the property of the inventor, and no one can sell, dispose of, license or otherwise treat for his interest in the patent except the inventor himself or his duly appointed agent.

This point, on which so much may depend, ought certainly to receive the careful consideration of all patentees.

ANNUITIES AND TAXES.

NEARLY all foreign countries are paid for the patent by small annuities or taxes. We attend to the payment of these taxes for inventors, charging a small fee for our services and to provide for expenses of transportation, exchange of money and agency charges in such foreign countries. Full information in regard to such taxes will be furnished by us at any time without charge.

FOREIGN TRADE-MARKS.

TRADE-MARKS can be secured by citizens of the United States in the following countries, at the prices annexed. Austria \$75; Belgium \$75; Canada \$50; France \$75; Germany \$75; Great Britain \$50; Switzerland \$75. These prices include all government fees and our charges for preparing the papers and attending to the business.

ARGENTINE REPUBLIC.

PATENTS are granted for five, ten or fifteen years, and must be worked within two years. Application must be made before any publication is given.

The cost of the patent is from \$300 to \$500, according to the number of years it is issued for.

Certificates of addition or improvement are also granted at a cost of from \$150 to \$300.

Provisional patents are also granted for one year at a cost of \$200. These patents are renewable at the end of each year.

AUSTRIA.

THE patent covers all the possessions of the Empire, (including Hungary), which have a population of about 45,000,000. Its maximum duration is 15 years, but may be extended by special grant of the Emperor. Where patents have been obtained elsewhere the Austrian patent expires at the same time as the first and original patent. The patent must be worked in Austrian territory within one year, the working not to be interrupted for two years. The applicant may, if he sees fit, have his specification and drawings filed in the secret archives for any desired time; but, in so doing, he is debarred from action against infringers for a first infraction of his patent rights.

The cost of applying for an Austrian patent is \$100, which includes agency fees, Government taxes, and all costs for the first year. The patent is then subject to small yearly taxes. Inventions that have already been patented in the United States may, if they have not been introduced in Austria, be patented there.

ASSIGNMENTS may usually be registered at a cost of \$20

BELGIUM.

THOUGH territorially small, this kingdom the most densely populated European country, having about 5,000,000 inhabitants, is one of the most active and progressive nations in Europe, and its patents are among the most valuable to American inventors.

The duration of the patent is twenty years. When patents have been obtained in other countries the Belgian patent expires with the first patent. The invention must be worked within one year from the date of the first working of the invention abroad. The government taxes are very reasonable.

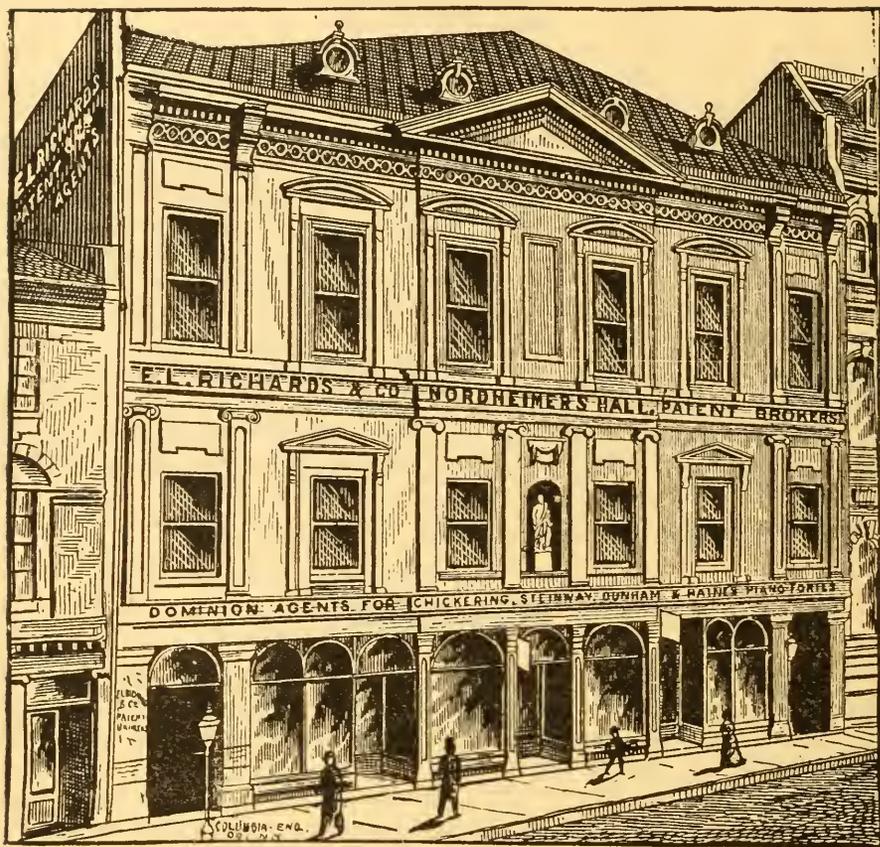
The cost of securing a Belgian patent is \$80, which includes all fees, whether governmental or agency, and the government tax for the first year.

Supplementary patents or certificates of addition can be filed at any time, and are not subject to extra taxation. *Supplementary* patents can be obtained through our agency at a cost of \$60.

Inventions that have already been patented in the United States may be patented in Belgium.

ASSIGNMENTS may usually be registered at a cost of \$15.

MONTREAL OFFICE
OF
E. L. RICHARDS & CO.



215 St. James Street,

MONTREAL, CANADA.

FREDERICK B. WELLS, MANAGER.

BRAZIL.

IMPERIAL diplomas, possessing the legal force of patents, are granted for terms varying from five to twenty years, to the authors or importers of useful inventions, even of those already worked in other countries. No tax is claimed by government; but the granting of a patent or privilege necessitates the payment of certain stamp duties and official expenses.

Cost of patent \$200 to \$500. Patents must be worked within two years.

CANADA.

THE Canadian patents are almost as valuable as the United States patents. Our neighbors across the border are thrifty, intelligent people, and good inventions are always appreciated by them, and are in demand. The Canadian patent extends over the provinces of Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward's Island, Manitoba, and British Columbia. Where inventions have not been patented, or in general use in the United States or other countries for more than one year, they may be patented in Canada. Inventions must be worked within two years of the granting of the patent. Patents are granted for five, ten and fifteen years.

Patents granted for a less term than fifteen years may be extended to the full limit by application and payment of fees. A model not over eighteen inches in length, width or height is required.

The usual expense to apply for a Canadian patent through us (E. L. RICHARDS & CO.) is \$50, which includes government tax, agency fees and all charges for five years, after which two additional terms of five years each may be obtained on payment of \$30 each. If a United States patent has been granted a copy should be supplied to us. Upon receipt we will immediately prepare the necessary papers and forward them to the applicant for his signature. The time required to secure the patent is from four to six weeks.

CAVEATS may be filed in Canada at a cost of \$25, which includes all expense.

DISCLAIMERS AND REISSUES.—The fees vary, but the charges are in all cases very reasonable.

ASSIGNMENTS can be registered at a cost of \$5.

CHILI.

PATENTS of invention are granted for ten years. Patents of importation, for eight years. These terms may be extended when the importance of the invention justifies it. The specification is kept secret for the full term. Patents must be worked, and a period exclusive of the term of patent is allowed for the erection of machinery, &c. Cost of patent in full, \$250.

ASSIGNMENTS cost from \$25 to \$50.

COLUMBIA.

THE duration of a patent cannot exceed twenty nor be less than five years. Must be worked within one year. A fee of from \$5 to \$10 for every year of the duration of the patent has to be paid in full at the time of the grant. Our fees for securing the patent, exclusive of the government demands, are usually \$100.

DENMARK.

THE term of patents is fixed by the government, and cannot exceed fifteen years; that of patents of foreigners, five years. Prolongations are not usually granted. The patent is signed by the king. Must be worked within one year. Cost in full, \$100.

ASSIGNMENTS.—Letters patent cannot be transferred by direct assignment; but the grantee and purchaser may claim a new patent in the name of the latter. Costs, \$50.

FRANCE.

THE French patent covers all the colonies, and is granted for fifteen years. Inventions already patented in other countries may be patented in France, but the application should be made before the specification becomes public. In such a case the French patent will expire when the foreign patent expires. At the expiration of original grant, prolongations may, in very exceptional cases, be obtained. The patent must be worked within two years.

The total cost of securing a French patent through us (E. L. RICHARDS & Co.) is \$100, which includes government taxes for the first year. The patent is then subject to a yearly tax of about \$20. The patentee cannot import the patented article from abroad. He may, however, import one model or sample after having first obtained the necessary permit.

CERTIFICATES OF ADDITION in the same form, having the same force as the original patent, are granted to the patentee during the first year, and thereafter at any time during the continuance of the privilege, for improvements connected with the protected invention. Any person can, however, file applications for patents of improvement on a protected invention. When they are filed within the first year, they are kept under seal until this term has expired, and the privilege is then only accorded in the event of the original patentee failing to claim the same improvements by application. The application of the patentee takes precedent over all others. The cost of securing is usually \$75.

ASSIGNMENTS, to be valid, should be executed before a notary public, and verified by the French consul or minister, and afterwards registered at the prefecture of the department. Before the registration can be effected, the government tax for the remainder of years that the patent has to run must be paid, but no tax is claimed by the government for the transfer. Agency fees from \$25 to \$50.

FINLAND.

RUSSIAN patents do not cover the Grand Duchy of Finland. Patents are granted only to the true inventor, and the duration is fixed by the Governor at from three to twelve years. Inventions already patented in other countries may be patented in Finland. Patents must be worked within a specified time, generally two years. The specification must be published in two Finnish newspapers, in the Swedish and Finnish languages. The cost of patent, including publication of specification, is from \$200 to \$500.

GERMAN EMPIRE.

BEFORE the passage of the new law (July 1, 1877) some twenty-one separate patents were necessary to cover the German States. The new law covers Prussia and all the States. Patents cannot be obtained in Germany for inventions that have been patented in any other country, consequently the application for the German patent should be made before the United States patent is actually issued. A patent may be taken for one year or any other number of years up to fifteen, by the payment of annual taxes, which are progressive in amount.

The cost of a German patent through us (E. L. RICHARDS & CO.) is usually \$80. In complicated cases a moderate charge is made for the additional labor involved. The practice in the German office is similar to that in the United States Patent Office. Patents for additions or improvements on inventions already patented may be had. Patents must be worked within three years.

ASSIGNMENTS can usually be recorded for \$25.

GREAT BRITAIN.

THE British patent is granted for fourteen years; and covers England, Scotland, Ireland, Wales, the Channel Islands, and the Isle of Man, *but not the colonies*; the latter make their own patent laws. A patent obtained in Great Britain will be held invalid if the invention has been previously known or published in England. Hence the English patent must be applied for before the issue of the American patent. The importance of securing English patents cannot be over-estimated. England is now the financial, commercial and manufacturing centre of the world, and English goods are sold all over the globe.

The whole cost of securing an English patent through us (E. L. RICHARDS & CO.) is \$250. To apply, send a full description of the invention, with a drawing or photograph, and remit \$75 on account. This secures a provisional protection for six months. We can usually deliver the official certificate in from thirty to forty days after the business is placed in our hands.

A second payment of \$175 is payable in New York three months from the date of the provisional protection. When desired, both fees (\$250) can be paid at once. If competition for the patent is expected, this should be done in all cases. This second payment completes the patent, and the great seal is then attached. A third tax of £50 is due three years from date of patent certificate, and a fourth tax of £100 at the close of the seventh year. No working necessary.

DISCLAIMERS can usually be filed at a cost of \$75.

ASSIGNMENTS can *usually* be recorded at a cost of \$30. They are taxed by the government according to the price, which cannot be estimated in advance, and is an extra expense.

BRITISH COLONIES.

THE English Colonies all make their own patent laws. For convenience in reference, we have included all under one heading.

AUSTRALIA.—Five patents are required to cover Australia: New South Wales, Queensland, Tasmania, South Australia and Victoria. The cost of patents in the two first colonies is \$250; in each of the others, \$200. Western Australia also grants patents, but they are seldom taken out except by residents. The cost is \$300.

BRITISH GUIANA.—Duration of patent, fourteen years; but may be prolonged to twenty-one. Cost, \$400.

BRITISH HONDURAS.—(Same duration and cost as British Guiana.)

CANADA.—(See article on Canada.)

CAPE OF GOOD HOPE.—Duration of patent, fourteen years. Cost, \$200.

CEYLON.—Duration of patent, fourteen years; may be extended for fourteen years more. Cost of patent, \$250.

INDIA.—The patent covers Bengal, Fort St. George, Bombay and the north-west provinces. Duration, fourteen years; may be prolonged for fourteen years more. Must be applied for within one year of the date of prior foreign patent. Cost, \$200.

JAMAICA.—Patents are granted for fourteen years. In special cases a clause is inserted by which a further period of seven years is added. Cost, \$250.

LEEWARD ISLANDS.—Duration, fourteen years. Cost, \$250.

MAURITIUS.—Patents granted for fourteen years. Patentee pays a duty to be fixed by Governor, not exceeding £100. Cost, outside of government duty, \$150.

NATAL.—Patents granted for fourteen years. Cost, \$200.

NEW ZEALAND.—Duration of patent, fourteen years. Cannot be prolonged. Costs, \$200.

NEWFOUNDLAND.—The patent is granted for fourteen years; but may be extended for a further term of seven years. Cost, \$100.

STRAITS SETTLEMENTS.—Granted for fourteen years; may be prolonged for an additional term of fourteen years. Cost \$250.

TRINIDAD.—Patents granted for fourteen years. Cost, \$200.
The laws of the English colonies closely resemble those of Great Britain.

ASSIGNMENTS can be usually made at a cost of from \$30 to \$40.

GREECE.

No special legislation exists in this country, but the government is authorized by the decree of 1843 to grant industrial monopolies, subordinate to the approbation of the senate. The government dues are fixed

when the title is issued. The cost, exclusive and independent of government dues, is \$150.

GUATEMALA.

PATENTS are issued for a term not exceeding ten years, and must be worked within a given time, which cannot exceed two years, but is added to the grant. The specifications and drawings are kept secret during the existence of the patent. Cost, \$250.

HAWAII.

(SANDWICH ISLANDS.)

Patents are granted for any term of years not exceeding ten. No annual taxes. Cost in full, \$250.

CAVEATS can be filed for one year on payment of \$100.

ASSIGNMENTS cost \$50.

ITALY.

Applications may be made for any number of years between one and fifteen, and the patent obtained may be prolonged from year to year until the maximum is reached. This system involves a payment of a tax for each demand of prolongation, and should therefore be avoided in most cases. Patents for less than six years should be worked within the first twelve months of the grant. Those of longer duration before the expiration of the second year. The inventor only can obtain a patent. The patent is subject to annual taxes, which are progressive in amount. The whole cost of making application through us (E. L. RICHARDS & CO.) is \$100, which includes all fees for the first year, or \$150 for a six years' patent, which includes all taxes and the first year's annuity.

CERTIFICATES OF ADDITION are granted at any time at a cost of \$75, which includes all fees.

Each DEMAND OF PROLONGATION costs through us \$75.

DISCLAIMERS usually cost \$75.

ASSIGNMENTS to be valid should be registered at the Secretariat of Patents, at Rome. In cases of total or partial cession to more than one person, the registration can only be effected by paying all taxes due on the patent up to the moment of expiration. Agency fees. \$35.

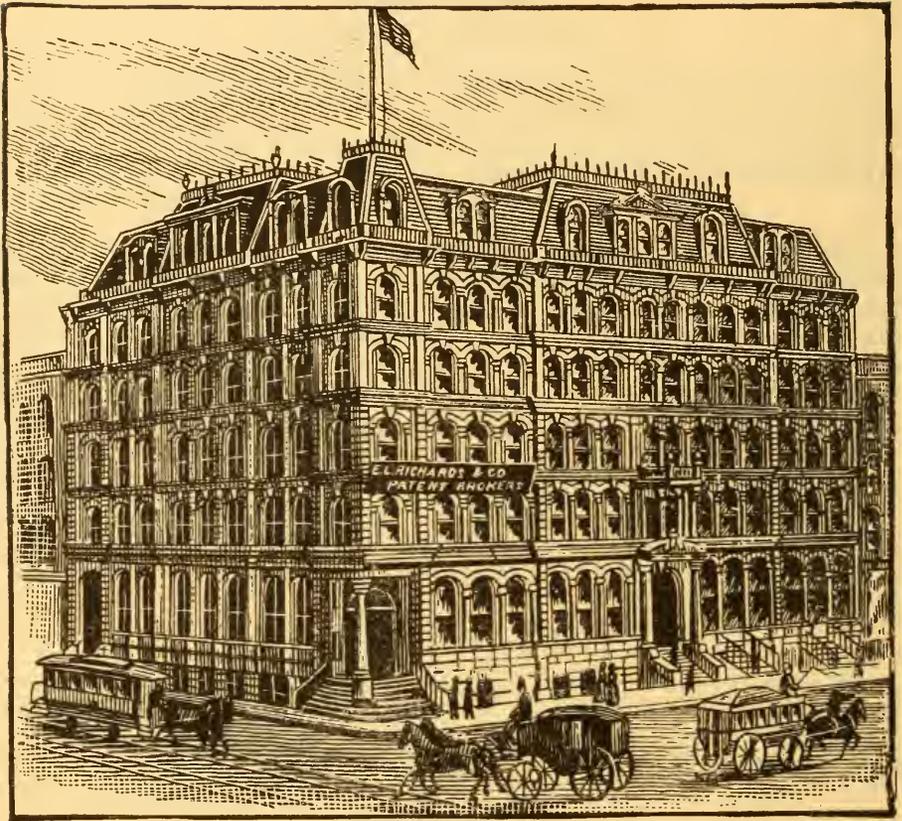
LIBERIA.

PATENTS are granted in Liberia to natives and foreigners alike. Duration fixed by government. Must be worked within two years. Cost, \$200.

LUXEMBOURG.

THE Patents are delivered for five, ten or fifteen years. When the government does not, for special reasons, fix arbitrarily a term lower than fifteen years, the patent originally demanded for five or ten years may be prolonged to the maximum. The invention must be worked within two years from the grant. Patents of improvement may be obtained in the same form as the original. The taxes on both originals and patents of improvement are fixed by the government, varying according to the importance of the invention. The patent titles are signed by the king. The

CHICAGO OFFICE
OF
E. L. RICHARDS & CO.



MCCORMICK BLOCK. COR. RANDOLPH & DEARBORN STS.,
CHICAGO, ILL.

EUGENE E. LUCE, MANAGER.

patents are forfeited if subsequent patents are procured for the same invention in the name of the grantee. Cost, \$50. This does not include government tax.

ASSIGNMENTS can only be legally made on a previously obtained royal warrant, and should be inscribed in the first instance on the patent register. Cost, \$30 to \$50.

MEXICO.

PATENTS for invention are granted for ten years, for improvements for six years; but a prolongation may be obtained before the end of that term.

Half the number of men, at least, employed by the patentee in mechanical works must be subjects of Mexico, if such may be had. The government fees vary from \$10 to \$300; agency fees, \$200 to \$300, according to the case.

NICARAGUA.

PATENTS granted to inventors ten years, to an improver seven years, and to an introducer five years. These terms may be extended by the sovereign power. The invention must be worked within two years. Costs from \$250 to \$500.

NEW GRANADA.

THE formalities and expenses are the same as in Chili and Peru.

NORWAY.

THE duration of the patent and time for working is fixed by the government. The duration varies from five to ten years, and generally must be worked within two years. No taxes exist but the expenses of publication, stamp, &c., has to be defrayed, as in Sweden, by the patentee. The application should always be presented in the name of one person if possible. Cost of patent, including all expenses and fees, \$100.

ASSIGNMENTS.—The same expenses and formalities as in Sweden.

PARAGUAY.

THE duration of the patent of invention varies from five to ten years; that of importation is limited by the prior foreign patent. Must be worked within two years. No government taxes. A patent for the same invention cannot be secured in any other foreign country after issue of Paraguayan patent without special permission. Cost, in full, \$300.

PERU.

THE privileges granted for inventions of general utility are similar in all respects to those of Chili, and the expenses are the same.

PORTUGAL.

ANY invention, though in use in foreign countries is, if new, patentable in Portugal, for from one to fifteen years. The maximum duration is fifteen years. It cannot be prolonged. The annual taxes are very small.

The patent must be worked within the first half of the term for which the patent is granted. The total expense for a five-years' patent is \$175; for ten years, \$225; for fifteen years, \$275.

ASSIGNMENTS.—Should be notified to the minister of the interior. Cost and expenses of legalization, \$75.

RIO DE LA PLATA.

DURATION of patent of invention is ten years. Patent of importation, five years. The invention must be worked within the first year of the grant. Cost of patent of invention, \$850; of importation, \$1,400.

RUSSIA.

RUSSIAN patents cover Poland also. No patents are granted for munitions of war, unless they are adapted to other purposes (such, for example, as hand fire-arms, &c.) Patents are granted for three, five or ten years. The invention must be worked within the first quarter of the term for which they were granted. No restriction is placed upon importation by the inventor. No prolongations.

The whole cost of a Russian patent for three years is \$250; for five years, \$350; for ten years, \$550.

Inventions already patented may be patented in Russia when no detailed description has been published there, and the invention has not been introduced.

ASSIGNMENTS.—Usually cost from \$80 to \$125.

SAN SALVADOR.

No special law exists, but the constitution gives power to the executive to grant privileges to the authors of useful inventions. It is customary for the executive to follow the custom of civilized governments. Cost, \$300.

SPAIN AND CUBA.

THE new Spanish law covers Spain, Cuba, Porto Rico and the Phillipine Islands. The maximum duration of the patent of invention is twenty years (where patents have been granted in other countries the duration is limited to ten years); of importation, five years. Must be worked within two years. Patents should be applied for before being published. A small annual tax is charged, which is progressive in amount. The whole cost of securing the patent is \$100, which includes first annuity. A great industrial revival has recently taken place in Spain, and we advise inventors to secure their inventions in this country.

CERTIFICATES OF ADDITION can be obtained at any time during the life of the patent.

ASSIGNMENTS must be legalized before a Spanish consul, or minister, and recorded at Madrid. Agency fees, \$50.

SURINAM.

(DUTCH WEST INDIES.)

Duration of patent is five, ten or fifteen years. Must be worked within the first year. Cost of five-year patent, \$275 ; of ten years, \$400 ; of fifteen years, \$550.

ASSIGNMENTS can only be made by consent of the Governor-general. Cost, \$75.

SWEDEN.

ONLY inventors or their legal representatives can obtain patents. The duration (from 3 to 15 years) and the time in which the patent must be worked are fixed by the government, according to the value and importance of the invention. A patent may be obtained in Sweden if patented in other countries. The total cost of securing a Swedish patent is \$125. No tax.

ASSIGNMENTS cannot be legally made without previous permission from the College of Commerce. The assignee non-resident is obliged to have a native representative. Agency fees, \$50.

SWITZERLAND.

PATENTS are not procurable except in the Canton of Tessin, where the local government has power to grant, on payment of a sum varying from \$10 to \$100, an exclusive privilege within its territory. Agency fees, \$100.

TURKEY.

By a law passed March 2, 1880, patents can be secured in Turkey for 5, 10, or 15 years. Inventions already patented can be patented there. The patents are subject to a small yearly tax. Must be worked within two years. Models and samples cannot be introduced without permission. The cost of a patent is \$200, which includes the payment of the first year's tax.

CERTIFICATES OF ADDITION can be secured at any time. The law in this respect is similar in all respects to the French. Cost, \$100.

ASSIGNMENTS can be registered. Cost, \$50.

VENEZUELA.

DURATION of patents not less than 6 nor more than 15 years. Must be worked within two years. Imported patents within one. The factory, plant, etc., are subject to a tax not exceeding one per cent. Cost, \$300.

DISCOUNTS.

WHERE a large number of foreign patents are ordered through us at one time, we will make a fair and reasonable discount from the prices herein set forth. Ordinarily, however, the prices here stated are the lowest that can be given, and the best quality of work guaranteed.

PART II.

HOW TO SELL PATENTS.

RELIABLE BROKERS A NECESSITY.

A RESPONSIBLE broker is a necessity to both capitalists and inventors. To capitalists, from the fact that men of money cannot and will not spend the time to go into the merits of an invention themselves. There is so much preliminary work to be done in order to determine the real value of a patent, that the services of skilled experts become indispensable. Neither have capitalists the time or inclination to attend to drawing up the necessary papers, and for all this and many other like services he demands a broker.

The broker is a necessity to the inventor for even more reasons.

Inventors are proverbially poor salesmen, their inventions may be of the highest order, but there is not one inventor in a thousand that can sell his patents to good advantage. His abilities lie in an entirely different direction. There is no other business in the world that requires as great care and intelligent work as the selling of patents. A poor broker is much worse than none at all, as he injures the case by his improper handling of it and his want of judgment.

The broker, to be of any decided benefit to his customer, must of necessity have shrewdness and business ability. Having to deal exclusively with men of pronounced abilities and business experience, he must be able at once to command their attention and respect. And in knowing just what is needed, and when and where it is to be done, lies the secret of his success.

Every one knows the long and weary years of privation and struggling that have been the portion of inventors whose names are now famous, before wealth and honor came to them in prodigal measure; Fulton, Morse, Bell, Edison, Ericson and many more, all shared the common fate. Why was this? Simply because they themselves were unable to command the attention of moneyed and enterprising men, and neglected to secure the services of competent brokers to further their plans. For want of this very thing inventions that have revolutionized the world have lain dormant for many years.

The inventor who lives in a remote section labors under special disadvantages. His patents may cover most important improvements. There is not one chance in a thousand that alone and unaided he will ever realize even the Patent Office fees, and the probability is that his

neighbors and friends have not the money to buy an interest therein for the purpose of developing it, even if they wished to. Or his invention may have no value in his immediate neighborhood, but be of the utmost importance elsewhere. If the inventor goes to New York or any other city, at great loss of time and money to himself, he finds himself at sea. He can neither discover the means of reaching the proper men, nor if by sheer chance he does find them, can he secure their attention; and finally the disgusted person departs to his home, a thoroughly disheartened man. Only by placing his business in the hands of thoroughly reliable and able brokers can the inventor secure success. The broker too, having long experience and the most extended acquaintance among moneyed men, can always do the inventor the justice financially that can be secured in no other way.

In many cases where only a few hundred dollars have been realized by a sale, the same would, if handled rightly, have netted the patentee as many thousands.

LEGITIMATE AGENCIES.—WHO NOT TO EMPLOY.

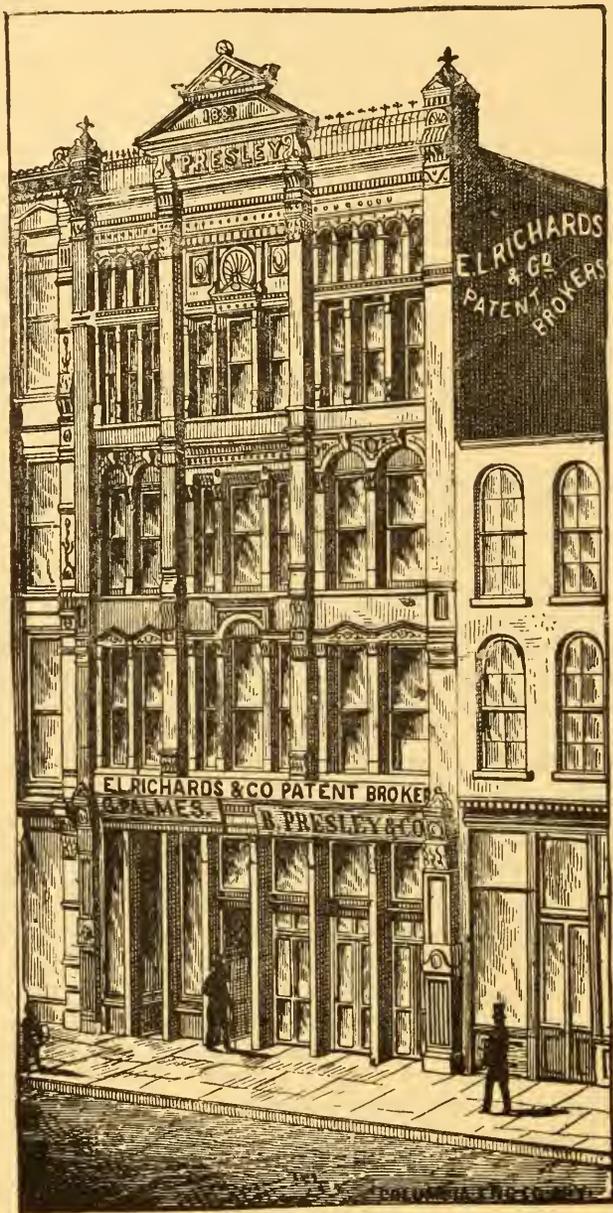
THE first question that naturally arises in the mind of the inventor on securing his patent is, "Who shall I entrust with the sale of my patent?" or "Where can I place my business so I will be sure of honest treatment, good work, and be certain to secure the best possible results?" That this question should arise is no wonder seeing that as soon as a patent is issued the inventor is flooded with communications from all parts of the country, and as they all seem promising, the inventor is naturally at a loss to decide who it will be best for him to employ.

Just here a word of caution is needed. There is in this, as in all other lines of business, a class of men that should be carefully avoided, as instead of aiding the inventor in selling, their object is to swindle the patentee out of all that they can. The number of responsible houses engaged in this line of business is limited. The rest only imitate and copy the circulars of reputable houses in order to mislead the public and profit by the credulity, and sometimes avarice, of the inexperienced. Some of these parties have not even an office to transact business in.

These concerns find ready victims by offering to do a great deal of work for a very little money. There always was and always will be a great many people who want and who expect to get something for nothing, and this is the class that fall an easy prey to such sharpers. These firms usually charge an advance fee of from \$5 to \$25, never more, as they reason that if they charged more, people would investigate their standing before giving them business, and investigation is just what they dread and are afraid of. Their commissions on sales are generally very low too, they can well afford to set them at a very low figure as making sales does not enter into their calculations.

Such concerns can easily be avoided if proper attention is given to the most ordinary and simple business rules: First, never give business to a man who promises to give you \$100 worth of work for \$10. He cannot or will not do it. Second, never under any circumstances, give your business to any person or firm, without first fully investigating their standing and

ST. PAUL OFFICE OF E. L. RICHARDS & CO.



104 East Third Street,
ST. PAUL, MINN.

EDWARD S. NORTON, MANAGER.

responsibility, and demanding and securing satisfactory references from them.

An honest and reliable agency will not avoid but will court such an investigation, since it must necessarily be greatly to its future benefit, by establishing its character, and preventing dishonest firms from gaining a foothold. Such investigation means security to inventors, and justice to reliable agencies.

HOW TO SELL OR SECURE CAPITAL.

THE proper method of developing a patent varies as does the invention. In some cases it is advisable to dispose of the entire interest and right. Especially is this the case when the inventor cannot or does not wish to spare time to attend to the details of business resulting from a partnership or the manufacture of the article. In other cases, where the article is widely used, it may be advisable to have it manufactured on royalty; that is, granting a license to some outside party or parties to manufacture and sell in consideration of a certain sum to be paid on each article so manufactured under the license. Still, again, when the business will require a large amount of capital, it is best to form a powerful joint stock company. In this case the inventor receives a cash payment from the company for one-half or two-thirds of the patent, and has stock issued to him for the remaining half or third, which he can either convert into cash or hold for regular semi-annual dividends.

In other cases, in articles which require smaller capital to manufacture, it is certainly advisable to sell say half of the patent for a reasonable sum, and the mere fact of a shrewd capitalist having invested money in it, quadruples the value of the remaining half, and gives the inventor an equal proportion of the large profits to be realized. There is a right way and a wrong way to handle any patent, which can only be determined by a thorough investigation.

However it may be decided best to handle the patent, the one thing requisite to success is to properly present the merits of the invention to business men and capitalists, and thus to make the importance of the improvement publicly known. Unless presented rightly, the public will hesitate to embark their money in the enterprise, and the life of the patent may expire without any benefit accruing to the inventor. Here it is that the aid of experienced and energetic brokers becomes invaluable to inventors. Having spent their time and energies in this one direction, and having a very large knowledge of and acquaintance among capitalists, their skill and experience will enable them to succeed where all others would fail.

We (E. L. RICHARDS & Co.) shall be pleased, at any time, to give our advice to inventors, in regard to the proper way in which to place their inventions on the market. Our long and varied experience in the handling of patents enables us to quickly judge in such matters, and our advice will oftentimes be of great assistance to patentees.

OUR OFFICES AND FACILITIES.

AS in placing patents on the market or in developing them, capital is required, generally in large amounts, it is obvious that to secure it, the in-

vention must be properly placed before investors and capitalists. It is no less obvious that to secure it the inventor must either himself or through his agent go where capital is accumulated and ready and waiting for such investments. It therefore follows that agents in small towns and cities are of little benefit to patentees. Large capitalists and prompt investors can only be found in large cities, and it is to such places that the inventor must turn and there direct his efforts.

New York stands first in the list of our large cities, and is beyond all question the only place in this country where the full value of many inventions can be realized. Being the great financial and business centre of this continent, it is here that the inventor should first look for recognition. Realizing this fact we have here established our main office, and are the oldest and best known house in this line of business in this city. Our spacious offices and large exhibition hall are located in the very heart of New York, on Broadway, the great thoroughfare of the city, and from this fact, and also our most extensive acquaintance and business connections with the leading capitalists and business men generally of this and neighboring cities, we are able to secure for inventors the fullest possible benefits and advantages of an office in this city.

Outside of New York we have permanent branch offices in many of the largest cities, our list of offices now comprising Washington, Chicago, St. Paul, and Montreal, Can., all of which are under the management of well known business men. Besides these offices we have agents and correspondents in every State and Territory as well as in every Foreign Country where patents can be procured.

It will thus be seen that we have many times better facilities for transacting business than any other firm in this line, and parties favoring us with their business can be certain, not only that it will receive the best and most careful attention, and that their interests will be carefully looked to, but also from our well-known reputation in this respect, that all business entrusted to us will be promptly attended to, and that all our dealings with our customers will be conducted *honorably* and *openly*.

THE LARGEST THE BEST.

EVERYBODY knows that the best service and work is given by the large, long-established and well-conducted establishments, and the patent business is no exception to the general rule. Usually the small agencies are conducted by men who are inexperienced in the business, and who have absolutely no facilities outside of their own individual work.

We (E. L. RICHARDS & CO.) have, instead of a single office, a chain of offices in the principal cities throughout the country, and agents and correspondents throughout the world. The details of our large business is attended to by a staff of trained assistants, and at each of our offices, every case receives careful study, experienced care, and abundance of time and work. Our efforts are usually successful and give general satisfaction. For years we have transacted more business for inventors than all the other Patent Brokers in the country combined, and this may be regarded as an evidence of the character and value of our services and work.

OUR TERMS,

WHETHER for selling patents (either domestic or foreign), interests in them or territory, securing partners or forming joint stock companies, are invariably as enumerated below, and it will be a waste of time to attempt to persuade us to do business on any other basis. We make special terms for placing stock for mining or other companies already incorporated, or where the business is already established and in practical operation. These terms will be given on application.

We (E. L. RICHARDS & CO.) require in all cases, a sufficient advance fee to cover the actual expense incurred in getting up circulars, for postage, and expenses in getting up engravings, &c., as well as to pay us in a small degree for our services in case no sale is effected. This advance fee is regulated by the amount of money the transaction involves, and is as follows :

<i>Amount Desired.</i>	<i>Advance Fee.</i>
\$10,000 or under,	\$50 00
\$10,000 to \$25,000,	100 00
\$25,000 to \$50,000,	150 00
\$50,000 or over,	250 00

¹The final fee to be paid to us when the business in question is actually transacted is: twenty-five per cent. of the first \$10,000 or less received; ten per cent. of the second \$10,000 or less; and five per cent. of the entire amount of the remainder.

We accept all business that will bear investigation as to merit. Unless you have a practical and valuable invention, and are prepared to pay our regular fees, correspondence will be useless. We do not undertake to sell patents or secure capital for any one at any price or on any terms, without first making an examination to ascertain that the invention possesses sufficient merit to warrant our endorsement, and that it is worthy of the attention of capitalists and manufacturers. If, therefore, you desire at any time to secure our services, it will first be necessary to send us a copy of your patent, together with full explanations of its advantages, and your proposed terms and prices, and you will usually receive our report by return mail. Cases requiring special attention will require longer time.

We do not in any case make estimates of the value of patents. Owners of patents will determine on the lowest price they are willing to accept, and we will undertake the business on that basis. It can readily be seen that it is as much to our advantage as it is to the owner's, to secure as much as possible above the price set, and they can depend upon it that we shall do so in every case.

WHAT WE DO FOR OUR CUSTOMERS.

ON receiving the advance fee we have fine engravings of the invention made, and then have a large number of neat circulars printed, the amount varying from 1,000 to 10,000 according to the character of the invention, and the number we think we shall use. These circulars are placed in all our offices and are sent to all our agents, for distribution among parties that become interested or that would be likely to be interested and invest capital in the invention. Besides a thorough advertising in this manner,

we take steps, if we deem it necessary, to widely advertise the patent through such New York, Philadelphia and other newspapers as may seem desirable. We then, both here and at all our branch offices, personally interview such capitalists and business men as we think will be interested. Most of these parties have requested their names placed on our books for the express purpose of finding suitable investments through our agency. These names have cost us many thousands of dollars, paid for advertising, and the advantage of reaching so large a number of investors for so small an outlay of money cannot be too highly appreciated. In addition to this, our business being extensively advertised from one end of the country to the other, our offices are daily visited by many capitalists in search of good investments, besides the many thousands of inquiries by mail.

The payment of the advance fee also entitles the inventor to space in each of our offices for the exhibition of samples or models, while the business is being transacted.

The ball thus set in motion, seldom fails to lead to a speedy and most successful termination.

Until the business is transacted however, no efforts are relaxed or trouble spared to secure the transaction of the business entrusted to us.

We guarantee our work in our sales department, as in all others, to be first-class in every particular, and inventors dealing through us (E. L. RICHARDS & CO.) have a certainty that their business is attended to in the best possible manner, and that every thing is done to advance their interests. Samples of our circulars with engravings will be sent to any address on application.

FULL INFORMATION.

FROM the moment the business is placed in our hands, we keep the inventor thoroughly posted, sending him copies of drawings and circular matter and advertisements, as well as communicating with him by letter whenever it is needed, so that our patrons know at all times just what progress is being made in their individual cases. Whenever anything is of sufficient importance, the telegraph is called into use, thus enabling us to send a message and receive an answer in an hour's time, if necessary, no matter how great the distance is. We cordially invite our customers to make our office their headquarters whenever they visit this city, and we shall be happy to furnish them any information in our power at any time.

TIME REQUIRED.

THE time required to sell a patent either entire or in part, or to raise capital, cannot be estimated in advance. Where the amount involved is not large, and the invention good, from one to three months is usually sufficient time in which to effect a sale. Occasionally, however, longer time will be required, and more work necessary than was at first supposed. In no case, however, do we make additional charges after the advance fee is paid, until a sale is effected.

POWER OF ATTORNEY AND COPY OF CONTRACT.

WE do not in any case ask for a power of attorney to sign deeds for the inventor. We simply ask an appointment as agent, at the same time

allowing the inventor to appoint other agents should he see fit, or to effect such sales himself as he may be able to. We only wish pay for the work we do, and that we provide for in the contract, of which the following is a copy :

COPY OF AGREEMENT.

ARTICLES OF AGREEMENT, made this *second* day of *June*, 1880, between E. L. Richards & Co., of the City, County and State of New York, of the first part, and *John Brown*, of *Chicago*, County of *Cook* and State of *Illinois*, of the second part, witnesseth as follows :

The said E. L. Richards & Co. hereby agree to act as agents for the said *John Brown* and to endeavor to *sell for him his patent for "An improvement in Rotary Engines," which bears date April 13, 1880, and is numbered 295, 106, at the best possible advantage.*

In consideration of which services, *I*, the said *John Brown*, hereby agree to pay, in lawful money of the United States, without default or recourse, to the said E. L. Richards & Co., a final fee, to be paid when the above mentioned services are actually rendered, amounting to twenty-five per cent of the first ten thousand dollars, or under, received ; ten per cent. of the second ten thousand dollars, or under, and five per cent. of the entire amount of all money or moneys received by me, through them, in excess of twenty thousand dollars, and *I* hereby appoint the said E. L. Richards & Co. as *my* agents to *effect the said sale, at the price hereinafter mentioned.* This agreement to remain in full force and binding upon us both for one year from the date of this agreement, and no longer except by mutual consent.

It is especially understood and agreed, that the lowest price which the said E. L. Richards & Co. are authorized to accept for *the said patent is Fifty Thousand* dollars, and that upon the said E. L. Richards & Co. securing for *me*, the said *John Brown*, a *purchaser*, at this price, or in excess thereof, *I*, the said *John Brown*, will promptly and without delay, sign, seal and deliver to the said E. L. Richards & Co. the necessary papers to convey to the said purchaser the *entire right, title and interest in and to said Letters Patent.*

IN WITNESS WHEREOF, we have hereunto set our hands and seals.

E. L. RICHARDS & CO. [SEAL.]
JOHN BROWN. [SEAL.]

Witnesses,.....
.....

MODELS AND SAMPLES.

MODELS and samples sent for exhibition should be made neat and durable. Nothing is more attractive than a neat appearing model, and nothing aids a sale more, while a poor model is sometimes worse than none at all, as a failure of a machine or tool to work nicely in model form will condemn the invention oftentimes with intending purchasers.

Wooden models should be neatly painted. Always have your name and address permanently attached to the model, by painting or otherwise. This prevents confusion and possible loss.

WHAT WE REQUIRE SENT TO US.

IN sending us your business the following rules should be observed. The original, or a printed copy of the patent should in all cases accompany the advance fee. If you have no copy, send number and date of patent and 25 cents to pay for a copy of same. We do not absolutely require a model or sample, but it is always preferable and advisable to have them. If you have several send them all, so that we can place them in our other offices. Sign your letter, enclosing fees, with your full name (middle name

included), and give your residence, town, county and State. Send models or samples by express, prepaying charges in full, as otherwise we may not receive them, if we have no advices from you. Always send money as directed in "How to Remit."

Immediately on receipt of advance fee we will make out duplicate contracts and send them to you to sign, giving full directions in regard to same. Your business will then be attended to without delay, and its transaction hastened by all possible means in our power.

THE VALUE OF PATENTS.

IN the practical application of new and useful improvements, America leads the world. According to an estimate made by the Commissioner of Patents, from six to seven-eighths of the entire manufacturing capital of the United States, or upward of six thousand millions of dollars, probably is based upon Patents, either directly or indirectly. A very large proportion of all patents prove remunerative, which is the reason why so many are applied for, and so many millions of capital invested in their working. "But all patents," says an able writer, "are not productive; neither are all farms; all men are not rich; all mines are not bonanzas.

"There is scarcely an article of human convenience or necessity in the market to-day, that has not at some time or other been the subject of a patent, either in whole or in part. The sale of every such article yields the inventor a profit. If we purchase a box of paper collars, a portion of the price goes to the inventor; if we buy a sewing-machine, the chances are that we pay a royalty to as many as a dozen or fifteen inventors at once. Indeed, the field is so vast and the number of profitable patents so great that it would be far preferable to undertake a recapitulation of those patents which are not profitable than those which are."

A patent is nearly always more salable just after its issue than at any time thereafter. Age usually impairs the value of a patent to a very marked degree. This is so for many reasons, principal of which may be noted:—that purchasers want the full 17 years or as much thereof as possible in order to get the full profits; that capitalists mistake in thinking that because a patent is allowed to run several years without being worked that it must be because it is not very valuable. But whether a mistaken idea or not, the salability of the patent is injured by this reason. It is greatly to the interest of patentees therefore to place their patent on the market as soon as possible after its issue. Thousands upon thousands of patents are probably at this moment idle and unused, that if rightly handled, would net their owners handsome prices, if not large fortunes. Because a patent is a few years old is no reason why it should not be offered for sale. On the contrary it makes it all the more necessary to get it on the market, and to effect the sale at the earliest possible moment. The amount of money requisite to place it properly before the public through a competent broker, is but a trifle compared with the amount that may be realized from it, and inventors having unproductive patents should not rest until they have disposed of them.

QUESTIONS AND ANSWERS.

IN transacting so large a business as ours, questions and queries multiply by the thousand. We give and answer on this page some of those most fre-

quently asked. Before writing us read this page carefully and see if some of your questions are not answered here.

Q. Why are your terms higher than those of other firms in the same line? A. Because our work is better, and is worth what we charge. We give ten times the attention and work to business entrusted to us that any other firm does, besides having many times greater facilities.

Q. Do you never take a patent for sale without an advance fee? A. No. We do not deviate from our terms in any case.

Q. What do you think my patent is worth? A. We do not estimate the value of patents. Estimates of this character are merely guesswork, and not to be depended on. A patent is worth just what it will sell for.

Q. Do you always succeed in selling patents? A. We do not. There are patents that cannot be sold. It is safe to say, however, that if we can not effect a sale no one else can.

Q. Do you require a model? A. Not absolutely. It is, however, very desirable, and aids in effecting sales.

Q. How long does it usually take to sell a patent? A. See article under heading of "Time Required." Many of our correspondents ask questions of a purely personal nature, such as:—Do you know John Brown & Co., of your city? Are they reliable? Another wishes us to send a messenger for him to an address which he gives—perhaps several miles from our office—to make certain inquiries for him. Another wishes the names and addresses of the best manufacturers of novelties; another of pumps; another of barbed-wire fencing. Mr. A. wants to know how to oxidize gold, silver, and brass. Mr. B. asks: Can you tell me what kind of a drill will go through chilled iron and highly-tempered homogeneous steel? Mr. C. wants a cure for sick headache. Mr. D. sends us a specimen of some kind of mineral and asks us to ascertain what it is.

We (E. L. RICHARDS & Co.) are at all times happy to serve our correspondents, but if replies to such personal matters are expected, a small fee, say from one to five dollars should be sent, according to the nature or importance of the case. In most cases we can furnish the information desired; but if we are unable to do so, we return the money.

HOW TO REMIT.

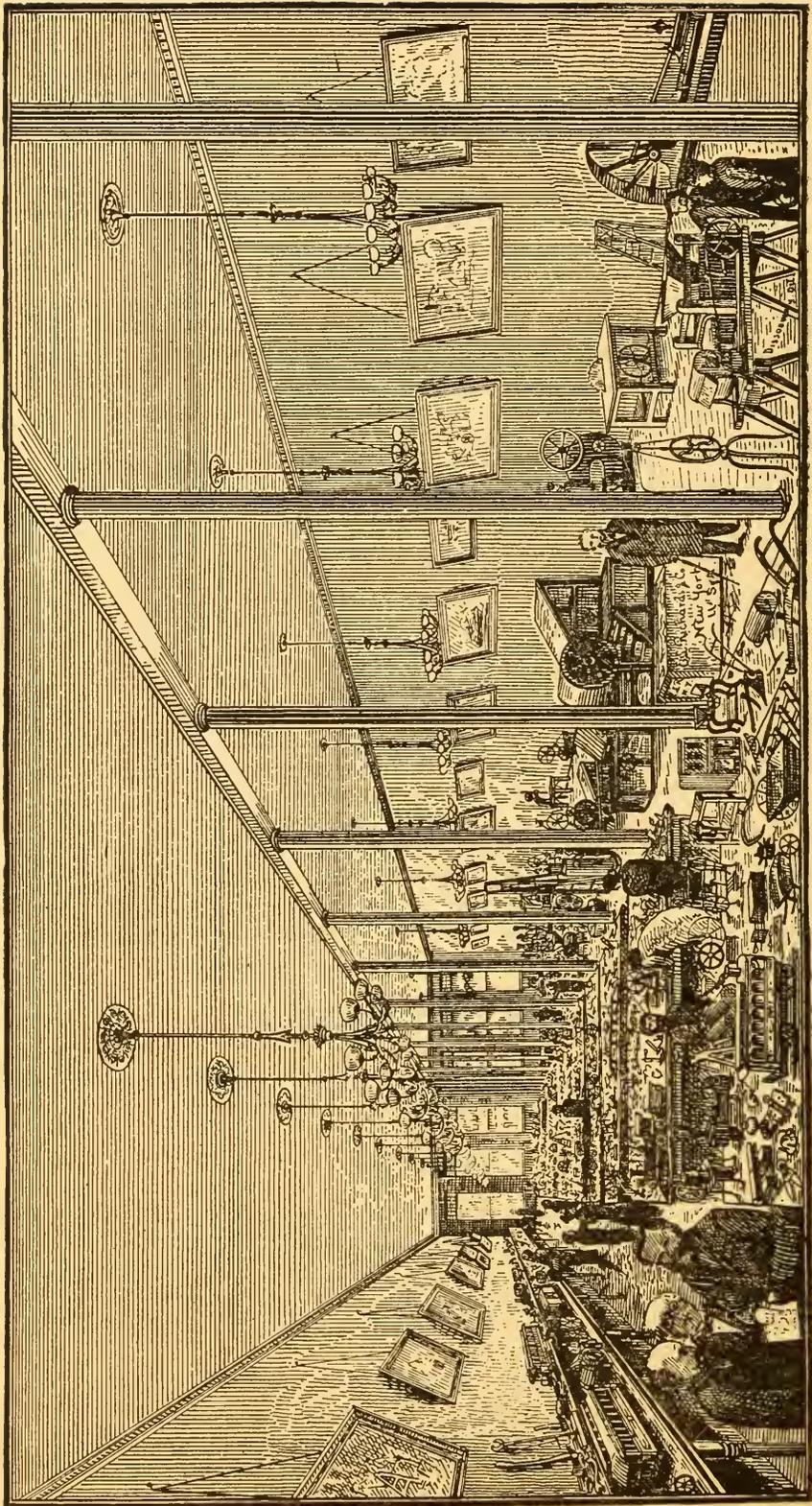
ALWAYS remit by Bank Draft, Express, Money Order, or Registered Letter. It is not safe to send money in an ordinary letter.

HINTS.

IN corresponding, always make it a special point to write Name, Town, County and State as plainly as possible IN EVERY LETTER.

If you have a good thing, don't miss a chance to utilize it to advantage. No man attains success in anything unless he has the courage to launch boldly out to grasp it. The world only helps those who help themselves. Don't sell your patent at a sacrifice.

Don't entrust your business to unreliable brokers, always demand satisfactory references, and get them before doing business. We can refer by permission to banking houses and distinguished public men, and are always ready and pleased to give their names and addresses on application.



EXHIBITION HALL.

PART III.

THE EXHIBITION DEPARTMENT.

OUR exhibition department should not be confounded by anyone with our regular sales department, as the two are entirely separate and distinct. Parties placing their business in our sales department have, besides other benefits, all the advantages of the exhibition department without extra cost.

Our exhibition is intended and adapted for the display of inventions for parties who are unable to pay our regular fees, and thus place their patents on the market in a regular and systematic manner: For the exhibition of works of art; and the sale from sample of machinery, tools, and goods, and offers to inventors, manufacturers and merchants, all the advantages of a permanent office in New York City, at a nominal cost, and under the most favorable auspices.

It should be understood, that although we advertise the exhibition as a whole very extensively, that we do not advertise the exhibits separately, nor is business entered in the exhibition department attended to in any of our branch offices. To secure these services the business must be entered in our regular sales department.

THE ADVANTAGES OFFERED.

NEW YORK has many important advantages for an exhibition of this description, chief of which may briefly be mentioned: That it is the centre of trade in this country, and is fast becoming the great financial and business centre of the world; in point of population it is far ahead of any other city in America, having 1,300,000 inhabitants within the city limits proper, and fully as many more within a radius of 15 miles; it is also the centre of all important manufacturing and business interests, manufacturers, merchants and buyers from all parts of the United States and many foreign countries coming directly to New York to buy their supplies and to find a market for their goods; it is also the great money centre of this continent. Within a radius of two miles of our office, the average daily exchange of money or its representative is estimated to be over \$1,000,000,000, and to be rapidly increasing from day to day; capitalists and speculators throughout the entire length and breadth of this country come here to find

suitable investments for their money. It is obvious, therefore, that New York is the place and the only place in this country where the full benefits of an exhibition of this kind can be secured for both exhibitor and buyer. This exhibition provides for the inventor, the manufacturer and the merchant a place where he may display his invention or his goods to the best possible advantage, with a certainty that his business will receive most careful attention, that he will secure the best obtainable results, and that it is in the hands of experienced and reliable agents. The exhibition will be most extensively advertised throughout the country, and will therefore be known and visited by all capitalists, investors and dealers generally. We undertake also to effect sales of patents entire or in part, to procure partners or capital, organize joint stock companies, to sell machinery, tools and goods from samples; and will also act as buyers for manufacturers and merchants without commission, except such as we receive from the seller. All exhibits will, as soon as received, be properly classified, and each exhibit will receive constant care and will be brought directly before the class of people it is desired to reach.

EXPERIENCE.

WE (E. L. RICHARDS & CO.) are the oldest established firm in New York in the business of selling patents, formerly under the firm name of Hubbard & Co., at 30 Vesey Street, and upon the retirement of Mr Hubbard in November, 1880, adopting the present firm name. We have had therefore very large experience in all kinds of patent business, and our facilities are unequalled. We have many permanent branch offices in other large cities, and our house being widely known, our offices are daily visited by capitalists desiring to make investments.

LOCATION.

OUR exhibition hall is located in the very heart of the great city of New York. Within a few blocks on either side are located A. T. Stewart & Co.'s immense store, the Mercantile and Astor Libraries, the Cooper Institute, the Bible House, the University of New York, the Union Theological Seminary, the offices of the American, Adams and United States Express Companies, the Singer, Domestic, Wheeler & Wilson and Willcox & Gibbs Sewing Machine Companies, Steinway and Chickering Halls, and many other establishments of world wide fame.

FEES AND SPACE.

OUR terms for exhibiting models, machinery, samples &c., will be \$10 per year; when more than one exhibit is entered by the same person our terms will be \$10 for the first, and \$5 for each additional entry. When more than four square feet of space is required (either floor, wall or table space), an additional charge of \$1 per square foot will be made for the space occupied in excess of four square feet. *There will be no other charge whatever.* Competent attendants and exhibitors services are supplied free.

COMMISSIONS ON SALES.

ON all capital procured, companies formed, or sales made by us (in our Exhibition Department) of Patents or territory, machinery, tools or goods, a commission of TEN per cent of the selling price will be charged by us. *We make no charges whatever, except for entry, until sales are effected.* Entries will be received for exhibition only, or for the purpose of effecting sales or procuring capital. No sale will be closed by us until the terms are accepted by the exhibitor. When sales are completed, deeds will be forwarded to sign, and when returned by express C. O. D., the proper amount, after deducting our commissions, will be paid to the express company before the deed is delivered to us. We do not wish any power of attorney, but you will by this means use the express company for your collector, to whom the money must be paid before the deed is delivered.

SIGNS.

ALL signs must be approved by us, as to size, location, materials of which they are made, and designs. Under no circumstances will signs be allowed which obstruct the view or interfere with the harmony of the exhibition. In general, signs should be small, containing only name of exhibitor and article exhibited. Such signs will be furnished by us when desired, neatly painted, for \$1 each.

CIRCULARS AND ENGRAVINGS.

ALL circulars, cards and notices are subject to our approval. No circulars will be allowed to be displayed or distributed except such as relate to the goods exhibited. We would recommend, to ensure a convenient and tasty circular, that they be printed on paper $8\frac{1}{2}$ inches wide and 11 inches long, or as near as possible. Exhibitors have the privilege of furnishing all their own circulars. We will, however, furnish 1,000 neatly printed circulars, containing the description of the exhibit with a good engraving for \$10. When more than 1,000 are ordered at one time, we will print the first thousand for \$10, and each additional thousand or part thereof for \$5. After printing the circulars the engraving will be forwarded to the exhibitor without charge. All circulars will be carefully displayed with the goods to which they relate, and will receive the care of our attendants, who will see that they are kept in order, and that they are arranged to the best advantage. We will also make any description of wood cuts, photo-engravings, lithographs and photographs in any style, and have any engraving, printing or binding executed with dispatch, and at reasonable rates.

MODELS AND SAMPLES.

CARE should be taken to have all models and samples as neat and attractive as possible. Too much care cannot be taken in this regard. Make everything substantial. If you have no good models, and cannot have them made near you, we can have them made for you at very reason-

able prices. Our model-makers are extensive manufacturers of special and experimental machinery. Being practical machinists, with years of experience, they are able to put inventions into practical forms. A handsome and perfect model or sample does more to effect a sale than is generally supposed. Visitors are attracted by nice models, they ask at once to see how it operates, and when shown by our attendants, they at once make up their mind whether they want to buy or not, and determine the price they are willing to pay.

DIRECTIONS.

WRITE your name and address plainly on a tag and tack or tie it on model; box securely. Have our name and address painted plainly on box; ship by express prepaying all charges, as otherwise we will not receive the goods. *Send money by Post-Office Order, Registered Letter, Draft or Express.*

If you have any business in our line send it where you can secure the greatest benefits and best results.

Address all communications and make all remittances to

E. L. RICHARDS & CO.,

Patent Solicitors and Brokers,

Main Office, 814 Broadway, N. Y.

Or to any of our

PERMANENT BRANCH OFFICES:

Washington, D. C., 632 F St., GEN. G. W. BALLOCH, Manager.

St. Paul, Minn., 104 East 3rd St., Davidson Block, E. S. NORTON, Manager.

Chicago, Ill., McCormick Block, EUGENE E. LUCE, Manager.

Montreal, Can., 215 St. James St., F. B. WELLS, Manager.

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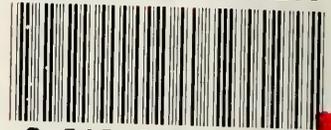
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