Just Folks.

By EDGAR GUEST. 0404040404040404040404

LITTLE MISS CHATTERBOX. Little Miss Chatterbox, all the day Never was brook that could babble Never was rivulet, rippling and clear Could pour such a flood of sweet sound on the ear; Even the fairies who live in the glen Know that the song birds keep still

Little Miss Chatterbox, lovely and young, Never a bell had so active a tongue. With the first sunbeam you start in to

now and then.

And of words, until evening, you never Never a waterfall, tumbling at play As it runs to the sea could have so

Little Miss Chatterbox, where did you learn All the big words which you twist and

How did you gather that volume of speech? Even the waves which roll in on the beach Sometimes are silent, but all the day

Somebody has to be listening to you. Little Miss Chatterbox, babble away,

More lovely laughter, and more tender Than in all of the brooks and the rivers of earth. Nothing in nature untutored and wild Approaches the charm of a chatter-

Why Simple Inventions **Have Proved Most** Profitable

EVEN THE SAFETY-PIN MADE A FORTUNE—EVERYBODY NEED-ED IT.

By ARTHUR GRAHAME. A man of inventive turn of mind spent an afternoon on the golf links. He watched each player, before he Prove off, take a handful of damp sand from a sand-box on the teeing ground, kneel, and fashion a more or less symmetrical mound of sand upon which to perch the ball. It seemed a mussy, bothersome process, and it had to be gone through 18 times on each cound of the course. There must be better way.

He thought it over inventively. The golf tee consisting of a pointed pin of light wood with a slightly concave

There is nothing startling about this invention. The tee is not much more in effect than a glorified carpet tack. things that "anybody might have thought of." But golfers buy it. Sev-It is one of those simple but ingenious ! ral million have been sold. There was a ready-made demand waiting for the novel little tee, and its retail price is so low that almost any player is willing to "take a chance" and give it a trial.

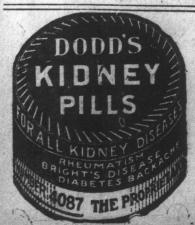
Another man of an inventive turn of mind saw London nursemaids pushing baby-carriages along the sidewalks. He decided to invent a motor baby-carriage. He did invent one, and patented it. The nurse stands on a platform behind the carriage and pilots it along at a dizzy speed of five miles an hour

This motor baby-carriage is a much more complicated apparatus than is the little golf novelty. It cost more in time and effort to perfect and to manufacture, and it costs a great deal more to buy it. Yet it is extremely unlikely that its inventor will rean nearly as large a financial harvest as will be gathered by the inventor of the simple little golf tee. There are even more babies than there are golfers in the world, but only a few parents are able and willing to invest in motor baby-carriages.

If you want to make your inventive ability pay you big dividends, invent something that great numbers of people will want and will be able to buy something that will do away with or lessen some petty annoyance of ordinary life, and that can be manufactured and sold cheaply.

Many of the most profitable inventions have been extremely simpleamong others, the safety-pin, "Mrs. Potts'" flat-iron with the detachable handle that stays cool while the iron gets hot, which made a half-million dollars for its inventor, the crinkled hairpin that stays put in a woman's hair, and Eskimo pie, that comparatively new hot-weather delicacy that earned a big fortune for the man who patented it. A big demand was waiting for every one of these inventions.

"I have found that a much larger consideration can be secured for an invention if you can prove that a



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I asked him what, from his 20 years ing that, to my surprise, made it pos- my improvement, and before long two of profitable invention.

"The first step in invention, if one has no particular invention in mind," he went on, "is to examine various articles in general use and see if an improvement can be made on one of them-an improvement that will make the article do better work, and that

will make it less costly." "I drifted into the business of invention during a long siege of illhealth." another inventor told me. "Trying to find some way of passing the time, I bought a guitar. I soon tired of merely strumming the chords



market exists for it," said a profes- and playing a few simple exercises, this heretofore rather limited musicof experience, was the first requisite sible for me to play popular airs on manufacturers were paying me substantial royalties.

> "After I got back my health I devised another musical instrument, a while the accompaniment was being ; = picked out on the strings. Local capitalists financed this invention and we soon had a prosperous business, which was under my management. And from that time I have devoted myself exclusively to inventions."

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