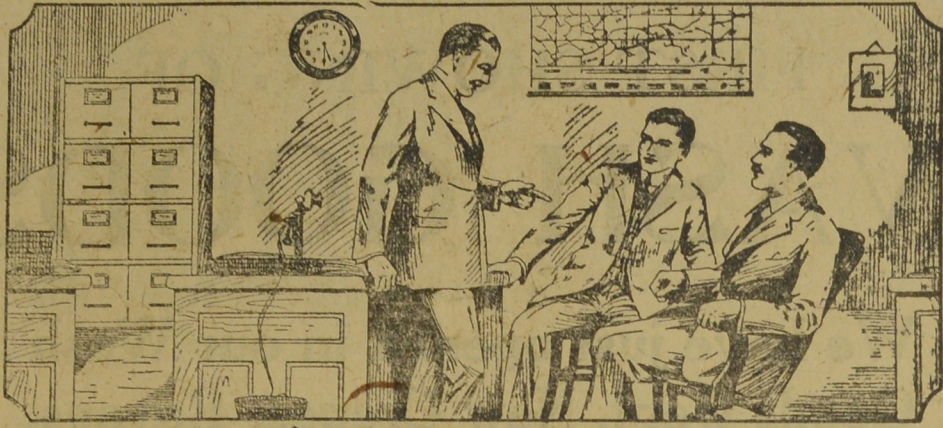




"I Was in a Habit Rut."

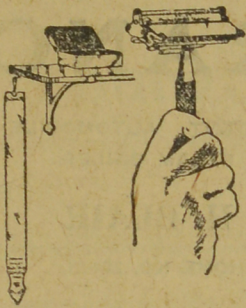
"I had always used a safety razor. I'd insert a new blade—a good enough first shave; then each shave worse.

"The blade got duller and duller, until in a fret I'd throw it away and insert a new one. A constant annoyance, an expense.

"I thought I'd go through life shaving this way. Ever dissatisfied. I was in a habit rut.

"But now I own a Valet AutoStrop Razor. I sharpen the blade, I shave, I clean the razor, all without removing the blade.

"I'd never go back to the old way."



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THE power called habit is a little thing * * * * but it can pull your eyes open at a certain hour every morning, determine whether you dress the right or left foot first, drop a fixed amount of sugar into your breakfast coffee—free your mind for thoughts that demand actual choice.

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TINY DEVICES BRING RICHES TO AN INVENTOR; NEW JERSEY MAN INVENTED THE COMPACT

If you have kissed a pretty girl on the cheek recently the chances are that the powder you tasted was dabbed out of a little vanity case invented by a certain William Garfield Kendall, N. J. Or perhaps the powder was not dabbed out, but was rubbed from a hard cake in the young lady's vanity case. No matter. The cake—"compact," they call it in cosmetic circles—was invented by the same William Garfield Kendall. So, also, in all probability, was the case itself, as well as the little metal mirror that often is placed between the rouge and the powder, writes Milton Wright in the Scientific American.

Now there are millions of young ladies like the one you know. That is to say, there are two millions who powder their noses, and almost as many who rouge their cheeks. This fact makes Mr. Kendall a successful inventor. He holds seventy-five or eighty patents on his inventions; as to the exact number he has lost track.

In such a highly specialized and competitive field as perfumery and cosmetics surely a man must have spent a lifetime of study in order to be so successful, we reasoned. We determined to ask Mr. Kendall about it.

"How did you come to make all these inventions of yours?" we inquired.

"Why, I just saw what was needed and set to work to find how to do it," he replied.

"But what training did you have? How did you ever get started?"

"Well, I think you can say I really got started when I was a boy, although cosmetics was the last thing I ever dreamed of getting into. There were thirteen children in our family and we youngsters were not allowed to loaf. I had a job in a machine shop in Jersey City at a dollar and a half a week. Mother was a great one for teaching us thrift. She made each of us take shares in a building and loan organization. I had to pay \$5 a month for that. By the time I was ready to strike out for myself I had \$1,000 saved up. I put this money up with another young fellow and we started a little business manufacturing jewelry novelties. By hard work we built it up to \$28,000 business.

"Then came the panic of 1907. We lost everything. I took a job selling jewelry novelties to the trade. It seemed like hard luck, but it really was the opportunity I needed. In the stores I visited I saw vanity boxes of glass and porcelain fall and break and the powder spill out. I invented a new box of metal—that was easy. But how to prevent the powder spilling out—that was a harder problem.

"Over in France they were making powder in a hard cake, but they were putting gum acacia in it to make it stick together, and baking it. The process was cumbersome and the product not so desirable. A powder compact was needed which would have in it nothing but tale and distilled water. For four years I worked away trying to perfect a formula that would work. At last I succeeded."

"And then you got a patent, leased it on a royalty basis and sat back and counted your profits," we interrupted.

"Not by a whole lot," he asserted. "There is more than that to successful inventing. There had to be a vanity case designed to hold a hard cake rather than loose powder, a plate to mold the cake, a way to fasten the plate in and a means of ejecting the plate when it is empty. Each of these had to be invented separately."

"Manufacturers readily admitted the value of these inventions, didn't they?"

"Well, they didn't exactly jump at them, but they were willing to be shown. The best I could get was a year's contract with one of the most widely known perfumery manufacturers in the country. He gave me \$25 a week and a little corner in his factory. We had to prove that the new product would sell.

"When the year was up and the new powder compact had proved a success we, of course, made vastly different arrangements. Other manufacturers wanted the new compact; I leased it to them on a royalty basis. Then the French manufacturers wanted to

adopt it in place of the method they had been using for years. I leased it to them, too."

"But you have had other inventions?" was our next query.

"Oh, yes. New styles become necessary in vanity cases as in anything else. Little improvements occur to me and I work them out."

"Have all of your inventions been in the same field?"

"Most of them. It is natural that they should be. An inventor generally can do his best work in the field he knows best.

"Would you say it pays to be a professional inventor?"

"Why not? There is a very definite need for inventions. And why should inventions not be made by a man who specializes in producing them, especially when he takes up a particular field? There should be a reward for a man who gives the world what it wants, even though it is only luxuries, as in my case. At any rate, being an inventor has paid me."

"And have you any suggestion to offer a man who is thinking of taking up inventing as a career?"

"Yes. It is this; do not overlook the fact that your hardest work comes after your invention is made. Find a definite need for an invention, work out your invention thoroughly and get the best kind of a patent you can. Then bring into play all the business sense you have to see that your invention gets on the market. If it is good the people will take it. There may be attempts at infringement, but such attempts are only evidence that your product is good. I have been fortunate; I have never sued or been sued over a patent."

BRISK LOGGING OPERATIONS IN NEW BRUNSWICK

(Canada Lumberman)

The logging in New Brunswick which was interrupted slightly for the Christmas season, many of the woods crews going home, is now generally resumed. Conditions continue to be very favorable. The light snow of the early winter was excellent for yarding and in the past fortnight several light falls of snow have made roads in the woods very good for hauling. The latter part of the operations will begin at once and should be completed by the middle of February unless it is decided to enlarge operations. That may be done in a few favored localities.

Tractors are now being put to more general use in the lumber woods of New Brunswick than they have been for a few seasons past. They have been successfully used near Bathurst for long straight hauls for some seasons past. Heavy loads are being satisfactorily handled on bad hills and the machine seems to have successfully supplanted the horse for straight pulls. In the woods themselves, however, the teams still do the work in the old-fashioned way and are likely to continue.

Increased attention is being given to hardwood operations in New Brunswick, Veneering in Great Britain causes a demand for much of it, the logs being shipped in the round to that market.

W. W. Boyce, of Fredericton, prominent in the potato-shipping business, is engaging in hardwood operations in the parishes of Queensbury and Prince William, York county. James King and Tyler Kitchen are handling the woods operations for him. A portable mill at Prince William on the Saint John and Quebec subdivision of the C. N. R. is sawing the hardwood. Furnace wood is being got out as a by-product of the woods operations.

James M. Scott, of Fredericton, is logging at Carter's Point on the lower Saint John River, the product being hauled across the ice of the river to the line of the C. N. R. for shipment. The operation is on lands which were logged over a couple of generations ago but which are producing logs again.

He—We'll stop at the best hotel dear. We only marry once, you know.

She—How delightfully old-fashioned you are, John.

Her Little Boy Caught Cold While Out Playing

Mrs. F. Cade, Elmwood, Man., writes:—"My little boy caught cold while out playing in the snow. He coughed incessantly all that night and the next day, and nothing I gave him seemed to relieve him. When my husband came home he brought a bottle of

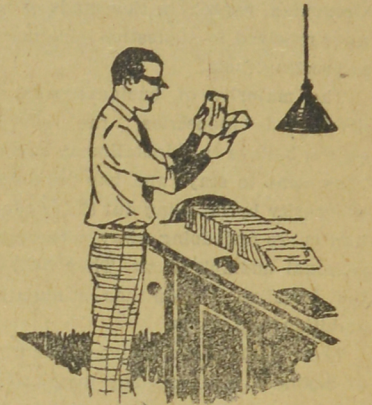
Dr. Wood's
Norway
Pine
Syrup



with him. After the second dose my boy was greatly relieved and after the third dose he went to sleep and slept the whole night through without any coughing. I am never without it in the house, and whenever any of the children get the slightest cold it's the first thing I give them."

Price 35c. a bottle, large size 60c.; put up only by The T. Milburn Co., Limited, Toronto, Ont.

BLUNDERS



WHY IS THIS WRONG?

One of the many annoyances that the postal service has to contend with is the receipt of bundles of carelessly sealed letters, many of which are stuck together. Since letters can be run through the cancelling machines only one at a time, all those stuck together must first be pulled apart by some postal employee. This may result in mutilation of the addresses or in placing the letters to one side until other mail has been handled.

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