ROSEBURG NEWS-REVIEW


Ever new notwithstanding annual repetition, the auto-
nobile show is before us again. The latest achievements in mobile show is before us again. The latest achievements in
automotive engineering, designing and construction chalproduct that could not hava been made a decade ago for
ten times the price now asked, and the average price of the 1928 model, it has been figured out, is only $\$ 953$. All praise
to the mechanical ingenuity, architectural skill and busines. management that combined to create such a vehicular tri-
umph. Four-wheel brakes, high-compression engine for road speed up to seventy miles an hour, low center of gravity, long
wheel base, shock absorbers and a score of other improvements that make for the safety and comfort of the owner Who is prone to believe that the saturation point has dawn-
ed should ponder the fact that in 1927 manufacturers spent three hundred million dollars to expand their producing and mark yearly, with the high priced class gaining in fav
Last year, according to figures of the department of co merce, exports of cars costing $\$ 1,200$ to $\$ 2,000$
189 per cent in number and cars costing $\$ 2,000$ u
63 per cent. The gain in exported cars below $\$ 1,200$ in
price was much less. The domestic demand for automo-
biles is well described by an eastern newspaper thus: "A
single car, once the dream of every American, is no longer
enough. Already $2,700,000$ famitics find two cars necessary
to complete happincss, according to a survey made by the
National Automobile Chamber of Commerce, and this al-
though the 'two-car market' has hardly been exploited. Even
the farmer must have his two cars-one for pleasure and
one for hard, workaday use. The truth is that our mode
of living is profoundly influenced in ever new ways by the
eheap, fast, durable and now indispensable automobile. What
was oncealuxury has beeome a utility:"

## PRUNE PICKINS



 TELL MORE, SEL MOR
There is psychology about advertising and nou-adver-
tising that is not generaly considered. The ndvertiser in.
vites trade or, at least, inspection. If the inspection is f $n$ vites trade or, at least, inspection. It the inspection is
vorable and his statements found to be true, trade is almo
bure to follow. The nen-advertiser invites mg indifference and a possible suspicion. His failure either to forget him or to form the idea that his goods ar chandise, your services or whatsoever you are selling, aliv in the public mind. The fact that your product is excellen
is not sufficient to sell it. The excellent product always i matched by something else just as good. If your just-as
good competitor advertises and you do not, he is sure to out told, the more it is sold.
$\qquad$
$\qquad$
$\qquad$
$\qquad$
$\qquad$
$\qquad$


| $\begin{aligned} & \text { Fa } \\ & \text { Ka } \\ & \text { If } \end{aligned}$ |
| :---: |
|  |  |
|  |  |
|  |  |



Dr. Banks Writes His First Poem at 71 Prolific Output in Many Publications Valuable Assistance Given by His Wife

BOYS PUTTING IN
IRRIGATION SYSTEM AT HIGH SCHOOL

## Harthis



|  |
| :---: |
|  |  |
|  |
|  |
| TOM Kay Filles |
| Fonfurithterm |
| ASSTITE ThEIS |

## OUT OUR WAY

