# NEW SERFES IN MOTOR BOATS MOEE PAYEOLLS WILL ENTER COAST LEABUE ABE DEEEAED FOBCOOS BAY BANOON RACE 



It surely does. Leading business men the world over are doing a lot of it They would not keep it up if it did not pay. Marshfield's leading business men are advertising in The Times. Would they keep it up if it did not pay The fact that they continue to do it is evidence that it pays, Good advertising in The Times will get results. There is no better medium, Ask yourself Does advertising influence you? Maybe you've never realized it, but you've bought a great many things because you've seen them advertised, and the ad vertising did it. Take for example any well-advertised commodity, that you are using today: shaving soap, tooth brush, collars, hats, gloves, ete. You may think you'd buy that commodity whether it was advertised or not. Maybe. But suppose, then, that you didn't see it advertised for some months. A competi tor comes into the field and advertises the same kind of article; claims it's bet ter; maybe cheaper. You'd be influenced to try the new kind. You'd try it If you liked it as well, you'd keep on buying it. You'd get in the habit of using it. And just so long as yon were well pleased with it and saw it advertised day after day, week after week, you'd continue to use it, and give your business to the advertiser. A trialwill convince you.

## Coos Bay Times

