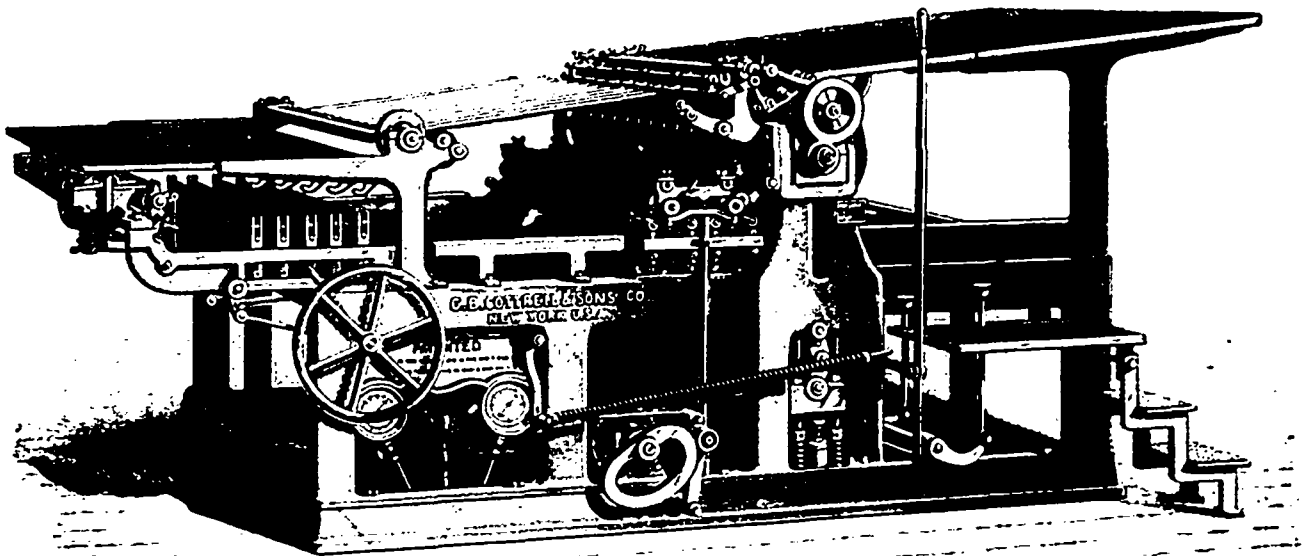


# Seneca's Formula.



It was Seneca who pointed out eighteen hundred years ago that wisdom consists not in seeing what is before your eyes, but in forecasting the things which are to come.

The formula for wisdom has not since been changed. It is still the same. It is the printer who looks ahead to-day who is the wise man. He is the printer who realizes these three things :

**FIRST.**—That no one sends you work for a new press until you own the press. The public is not helping you to buy new machinery. They will patronize you according to your facilities. Their patronage is sometimes less than your facilities, but never more.

**SECOND.**—The wise man does not buy the press he needs to day ; but rather the press he will need a year or two hence. Have something that you are constantly reaching up to.

**THIRD.**—Remember that in buying the Cottrell Press you have the judgment of thousands of successful printers behind you. Reputation can only be bought by time and worth. Especially there must be the element of time. The Cottrell bears the same relation to other presses that rare old wine bears to chemically aged wine. A reputation prematurely forced is worse than none.

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## C. B. Cottrell & Sons Co.

Sole Agents for Canada

**TORONTO TYPE FOUNDRY CO. Limited**

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