

# When School Opens



and the children have started again with their duties, we of the trade should consider this as the last fore-runner of the activities in every branch of business for the coming months.

The demand for standard lines of merchandise of high repute, is stimulated in every store in the country; and the merchant who has been far-sighted in his preparation of a well selected stock of a standard line, reaps the benefit.

The one article that has felt the increase of demand yearly, for many years, and with its constant improvements in manufacture continues to grow, is

## Waterman's The pen with **Ideal** the Clip-Cap Fountain Pen

Our salesmen are now showing the complete line, brought up to date, and we respectfully invite your careful attention. If he has not called as yet, write for full information. Our new catalogue of the L. & C. Hardtmuth line of Koh-i-noor pencils, etc., will soon be ready, and if not soon received by you write for one. Have you seen our line of Christmas sets? If not, write for information.

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