

Waterman's Ideal Fountain Pen

The pen with the Clip-Cap

A FEW PEN STYLES

Coming on the Christmas season every dealer should see to it that he has a thoroughly representative stock of Waterman's Ideal Fountain Pens.

If you would be successful you should carry a wide variety of points, because our ability to suit every writer or match any style pen has contributed as largely to our success as the celebrated Spoon Feed.

LIST PRICES

Prices vary according to the size gold pen contained. Unit figures indicate sizes of gold pens.



PLAIN, CHASED AND MOTTLED. No. 12, \$2.50; No. 13, \$3.50; No. 14, \$4.00; No. 15, \$5.00; No. 16, \$6.00; No. 17, \$7.00; No. 18, \$8.00.
Clip-Cap adds to cost as shown below.



PLAIN, CHASED AND MOTTLED. No. 22, \$2.50; No. 23, \$3.50; No. 24, \$4.00; No. 25, \$5.00; No. 26, \$6.00.



GOLD MOUNTED CHASED. No. 12, \$3.50; No. 13, \$4.50; No. 14, \$5.00; No. 15, \$6.00; No. 16, \$7.00; No. 17, \$8.00.



GOLD MOUNTED PLAIN. No. 22, \$3.50; No. 23, \$4.50; No. 24, \$5.00; No. 25, \$6.00; No. 26, \$7.00.



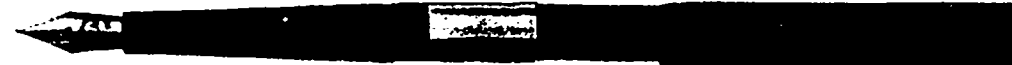
SILVER FILIGREE WITH NAMEPLATE. No. 12, \$5.00; No. 14, \$7.00; No. 15, \$8.50; No. 16, \$9.50; No. 17, \$11.00. ALSO GOLD: \$10.00, \$12.50, \$25.00.



STERLING SILVER CHASED WITH NAMEPLATE. No. 402, \$7.50; No. 404, \$10.00. ALSO GOLD: \$12.00, \$35.00.



EMBLEM PENS—BLUE LODGE. \$12.00, \$14.00, \$16.00, \$35.00, depending on style.
ALSO OTHER SOCIETIES, AT



SOLID GOLD CENTRE BAND. No. 12, \$8.00; No. 14, \$10.00; No. 15, \$12.00; No. 16, \$15.00.

CLIP CAPS, as shown on the top pen of this page, add to the cost of pens as follows:—When made of German Silver, 25c. extra; Sterling Silver, 50c. extra; 18-karat Gold Filled, \$1.00 extra; 14-karat Solid Gold, \$2.00 extra.

LIBERAL DISCOUNT

POSITIVE PROFITS

Dealers should write for "Suggested Assortments" and information regarding Show Case assortments

L. E. Waterman Co., of Canada, Limited

138 ST. JAMES STREET, MONTREAL