

Notice to Retail Stationers

Since in most countries of the world we maintain headquarters jointly with Messrs. L. & C. Hardtmuth, Austria, manufacturers of Koh-i-noor Pencils, we believe it will be to our mutual advantage and promote satisfactory service to the trade if we handle their line of pencils in the Dominion of Canada also.

Therefore we have made arrangements to offer these goods to our customers and to stationers in general, on equal jobbing terms at which they are now furnished by other importers.

We believe that customers will fully appreciate the advantages of this arrangement, inasmuch as it will necessitate carrying but one account instead of two, and will enable them to buy of the same salesman, combine shipments, and be assured of the prompt and economical attention in deliveries, for which we are well known. Our organization is especially fitted and entirely adequate for handling the pencil in connection with our Pen and sundries business, and from the very large stock which we will maintain, we can guarantee to fill all orders for any quantity without delay.

Thanking our friends in advance for their orders, we remain,

Yours very truly,

L. E. Waterman Co.

Pencil Dep't.

107 St. James St. Montreal.

L. & C. HARDTMUTH'S PENCILS.

Stationers!

Are you prepared for Fall Business?
You are not unless you have a full line of

"JAPANESE" brand

Writing Inks,

Mucilage,

Carbon Paper,

Typewriter Ribbons.

THEY

Sell at sight!

Stay sold!

Bring the buyer back for more!

Ask for samples, price list and discount.

THE COLONIAL INK CO., LIMITED

PETERBOROUGH, Canada