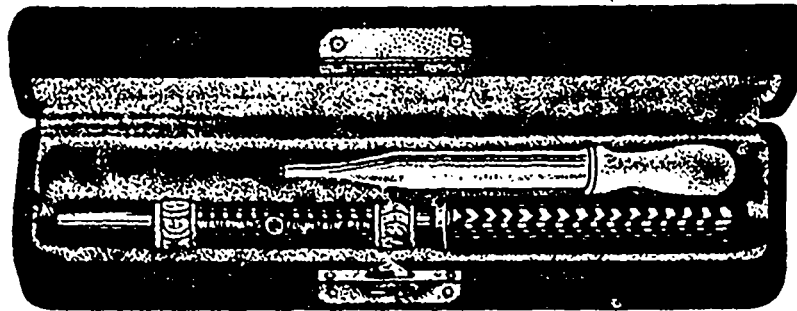


# A Christmas Pointer

## Waterman's Ideal Fountain Pen



### LAST MINUTE ORDERS

Your **LAST MINUTE ORDERS** will be filled promptly.

Orders received between now and Christmas will be shipped on date of receipt.

No holiday line can compare for sales and profits with our goods. They require but a small space and are three-quarters sold when you display them, because our advertising has created a demand.

We are taking it for granted that you have a stock of Waterman's Ideal Fountain Pens on hand and want to impress you with our ability to promptly ship any orders you may receive for pens you do not carry in stock.

### If You Have No Stock

write on the back of a postal card and say—"Send me a catalogue," and we will forward not only a catalogue but "Suggested Assortments" showing styles and prices of pens we furnish in the show cases which we loan.

In any event the catalogue will be useful at this time of the year—**WRITE FOR IT NOW.**

If you have our goods on hand and have not yet fill up your stock—**NOW IS THE TIME TO DO IT.**



**CONE CAP  
STYLE, PLAIN.**  
No 12 \$2.50  
.. 13 ..3.50  
.. 14 ..4.00  
.. 15 ..5.00  
.. 16 ..6.00  
.. 17 ..7.00  
.. 18 ..8.00  
**CLIP - CAP  
25¢ EXTRA**

**L. E. Waterman Co. of Canada, Limited**  
136 St. James Street, Montreal