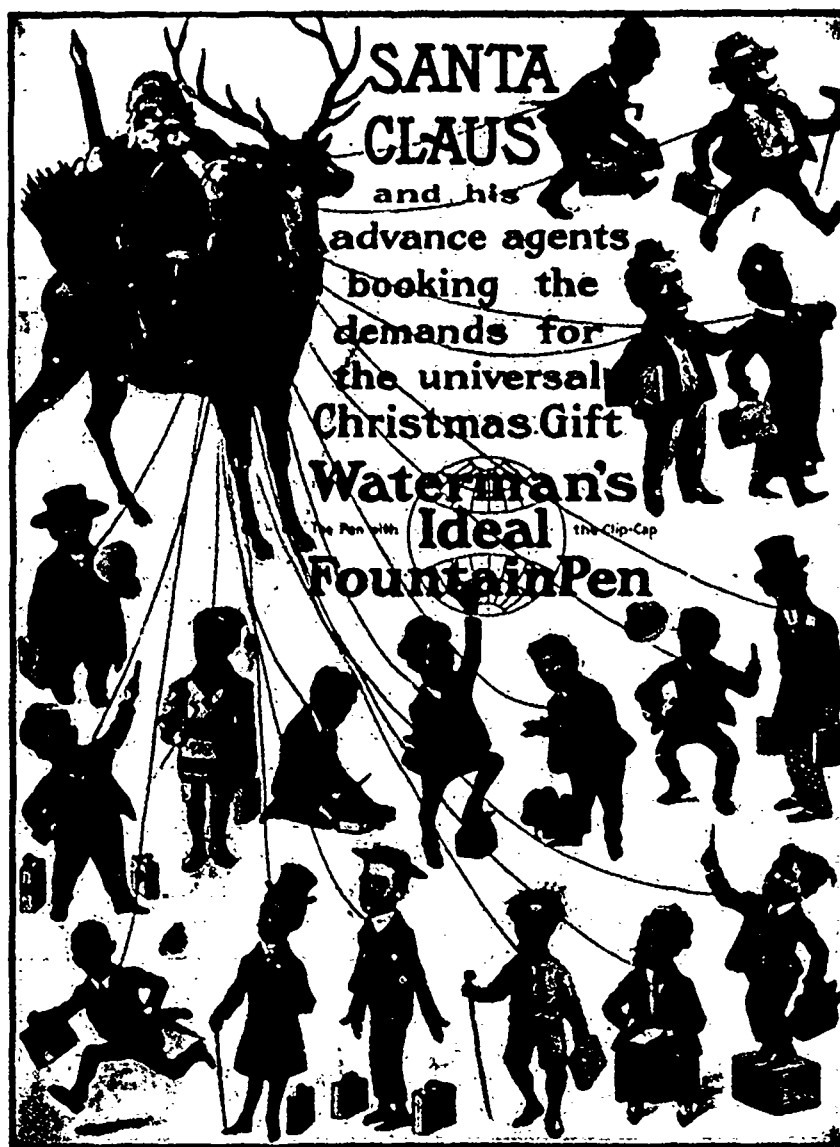




NOW

is the best season of the year to establish a Fountain Pen Department in your store.

Give one of Santa Claus advance agents an opportunity to start you right, and by the first of the year you will have gained an impetus in this department that will carry it actively through the entire year, ever afterwards.

We extend many aids to our dealers at this particular season, as well as all others.

Write to-day for full information

L. E. Waterman Co.
of Canada, Limited
136 St. James St., - MONTREAL
New York London

Sizes and Styles of Cone Cap Holders

No. 12 Pen is 6 $\frac{3}{4}$ inch long; other sizes in proportion

No. 12 Style: Plain Black
No. 2 \$2.50 No. 14 \$4.00 No. 16 \$6.00 No. 18 \$8.00
No. 13 3.50 No. 15 5.00 No. 17 7.00
Also Chased, Mottled or Cardinal at same prices.

No. 13 Style: Chased, Plain Gold Middle Band, 18-K. Filled.
No. 12, G.M. \$3.10 No. 14, G.M. \$4.60 No. 16, G.M. \$6.90
No. 13, G.M. 4.50 No. 15, G.M. 6.00 No. 17, G.M. 8.00
No. 18, G.M. 9.00

No. 14 Style: Cardinal, with Clip-Cap, used largely for red ink.
No. 12 \$2.50 No. 14 \$4.00 No. 16 \$6.00 No. 18 \$8.00
No. 13 3.50 No. 15 5.00 No. 17 7.00
Also Plain Black, Chased or Mottled at same prices. German Silver Clips, add 25 cents to all prices.

No. 15 Style: Gold-Mounted, Chased Bands, with Clip-Cap
No. 12, G.M. \$3.50 No. 14, G.M. \$5.00 No. 16, G.M. \$7.00
No. 13, G.M. 4.50 No. 15, G.M. 6.00 No. 17, G.M. 8.00
No. 18, G.M. 9.00
Gold-Filled Clips, add \$1.00 to all prices; Solid Gold Clips, add \$2.00 to all prices.

No. 16 Style: Filigree, Sterling Silver, with Clip-Cap.
No. 12, Fil. \$5.00 No. 14, Fil. \$7.00 No. 16, Fil. \$9.50
No. 13, Fil. Not made No. 15, Fil. 8.50 No. 17, Fil. 11.00
No. 18, Fil. 12.00
Mounted on Black or Cardinal Holder. Sterling Silver Clips add 50c. to all prices.

No. 17 Style: Gold Mounted Cap, (chased or plain band.)
No. 12, G.M. Cap .. \$1.50 No. 14, G.M. Cap .. \$3.00 No. 16, G.M. Cap \$7.00
No. 13, G.M. Cap .. 4.50 No. 15, G.M. Cap 6.00 No. 17, G.M. Cap 8.00
No. 18, G.M. Cap 9.00
Plain Black, Chased or Mottled finish.

No. 18 Style: Mottled.
No. 12 \$2.50 No. 14 \$4.00 No. 16 \$6.00 No. 18 \$8.00
No. 13 3.50 No. 15 5.00 No. 17 7.00
Also Plain Black, Chased or Cardinal finish.