

Waterman's Ideal Fountain Pen

Waterman's Ideal Fountain Pen is known the world over as the pen *par excellence* and the one by which all substitutes are measured.

The Spoon Feed is the reason why Waterman's Ideal Fountain Pen is the standard of the world.

It allows no accidental overflow, even to the last drop: every drop of ink flows evenly until the pen is empty.

It does not overflow when almost empty—the Spoon Feed prevents this.

Pens are made to suit every writer or may be had to match any steel pen made. The following gives some idea of the styles of pens carried, because, in addition to a wide line of regular points, such as fine, medium, coarse and stub in all sizes, long or short, there are points for every special purpose.

BOOKKEEPERS' pens are for fine work, small figuring and ledger use. These pens are well suited for card index work as well.

STENOGRAPHERS' are especially selected points that have been picked out because of their remarkable resiliency and adaptability to stenographic work. Made in all sizes and different points.

MANIFOLDING pens are used for duplicate billing and charging systems. These are hard pointed pens that write like a hard pencil but make much clearer carbon copies.

SOCIETY EMBLEM pens. In addition to our regular line we are now making special 14kt gold mounted fountain pens, re-mounted with the emblems of different societies, orders and clubs, appropriate for presenting to Retiring Officers.

The Ideal Clip Cap is both a useful device and a neat and permanent ornament made of German silver that positively prevents Waterman's Ideal Fountain Pen from falling out of any pocket.

The price of the Ideal Clip attached to your pen cap is but 25c. It is like an investment in pen insurance.



"KOH-I-NOOR" PENCILS

The "KOH-I-NOOR" is the most perfect pencil made. The lead is compressed by a secret process, and it will last $3\frac{1}{2}$ to 4 times as long as any other pencil supposed to correspond with it in grade and quality.

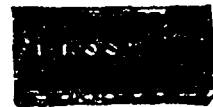
It was formerly distinguished by its bright yellow polish, but so many imitators have followed it, that the name and quality are really its only distinguishing features. It is possible by this process to make it as hard as 9 H and as soft as 6 B.

The following table shows how the grades compare with the old style of numbering. It illustrates, perhaps better than anything else, how much wider the "KOH-I-NOOR" range is than that of the ordinary pencil:

"KOH-I-NOOR" GRADING		OLD STYLE GRADING
6B	is just a little softer than	No. 1
5B	almost corresponds with	No. 1
4B	is just a little harder than	No. 1
3B	is just a little softer than	No. 2
2B	corresponds exactly with	No. 2
B	is just a little harder than	No. 2
HB	is just a little softer than	No. 3
F	corresponds exactly with	No. 3
H	is just a little harder than	No. 3
HH	is just a little softer than	No. 4
3H	corresponds exactly with	No. 4
4H	corresponds exactly with	No. 5
5H	is just a little harder than	No. 5
6H	is just a little softer than	No. 6
7H	is just a little harder than	No. 6
8H	is unusually hard	
9H	is the hardest lead pencil made	

Seventeen grades are shown in the above, and in each of these the lead is of the compressed variety; even in the softest grades it will not blur, and yet the rubber will erase it without leaving any trace whatever.

The remarkable smoothness of the "KOH-I-NOOR" lead is what has made it the pencil of quality. Considering the lasting qualities of the lead, it is easily the cheapest pencil procurable.



Our representatives in Canada, Messrs. E. J. Kastner, J. N. Marley, H. H. Hebb, J. D. Sloan and A. T. McQueen, are now out soliciting orders and will likely call on you, OR WRITE FOR CATALOGS.

L. E. Waterman Company

of Canada, Limited

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