

Waterman's Ideal Fountain Pen

The pen with the Clip-Cap

To the Consumer:

Waterman's Ideal Fountain Pen is perfect in every detail of construction. It is so simple that it cannot get out of order except by accident or by the tinkering of some one who does not understand it. It contains only selected materials of the highest grade put together and adjusted by workmen skilled and of long experience.

A perfect fountain pen is the greatest lesson to those who write. We have made an exhaustive study of the requirements of all writers, and whether pens are intended for personal correspondence, business offices, counting rooms, editorial desks, stenographic reporting or manifold work, we can suit the most exacting.

The Spoon Feed

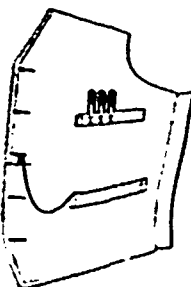


The action of Waterman's Ideal Fountain Pen depends on the Spoon-Feed, a patented device which insures absolute certainty and uniformity of ink to the pen point when writing and prevents blotting or flooding of the last few drops, a common objection to almost all other fountain pens.

The Spoon-Feed, which has cups in the side, cannot be used in any other make than Waterman's Ideal Fountain Pen.

Ideal Clip-Cap

is strong as well as simple. Made usually of German Silver, it is fastened on to the cap in such a way as to make it almost part of the cap itself.



It is permanently secured with a one-piece rivet that leaves no obstruction inside.

It enables one to carry a fountain pen in the coat or vest pocket with an absolute sense of security.

When vests are discarded it is a boon to the man who would carry his pen in his coat pocket.

Clip-Caps are made in German Silver, Sterling Silver, 18-Karat gold filled, and 14-Karat Solid Gold at prices shown in the next column.

Principal Styles

Some of the best-selling commercial lines are shown below. The styles shown here are only a few of the principal kinds in stock.

Our catalogue lists about 110 styles. We have 25 different styles of Emblem Pens alone. These are pens with mounted emblems of different Societies, Fraternal Orders, Clubs, Colleges, etc.

Waterman's Ideal Fountain Pen is useful to all business men, attorneys, physicians, teachers, insurance and other agents, bookkeepers, correspondents, reporters, clerks, and an endless number of others.

Cone Cap Holder, Plain Black (also Mottled or Chased)

Number	12	13	14	15	16	17	18
	\$2.50	\$3.50	\$1.00	\$3.00	\$7.00	\$7.00	\$8.00

Cone Cap Holder, Cold Mounted, Chased

Number	12	13	14	15	16	17
	\$2.50	\$1.50	\$5.00	\$6.00	\$7.00	\$8.00

Taper Cap Holder, Chased (also Plain Black or Mottled)

Number	21	22	23	24	25	26
	\$2.50	\$3.50	\$1.00	\$5.00	\$7.00	\$8.00

Taper Cap Holder, Cold Mounted, Chased

Number	21	22	23	24	25	26
	\$2.50	\$1.50	\$5.00	\$6.00	\$7.00	\$8.00

Straight Cap Holder, Cold Mounted, Chased

Number	2	3	4	5	6
	\$2.50	\$4.50	\$5.00	\$6.00	\$7.00

Straight Cap Holder, as above, no mounting Plain Black, Mottled or Chased

Number	2	3	4	5	6
	\$2.50	\$3.50	\$1.00	\$5.00	\$6.00

Cone Cap Holder, Silver Filigree Design

Number	12	14	15	16	17
	\$5.00	\$7.00	\$8.50	\$8.50	\$11.00

Cut Showing Clip-Cap Attached



Prices for Clip-Caps are given below:

German Silver Clips	\$.25 extra
Sterling Silver Clips50 extra
18-Karat Gold Filled	1.00 extra
14-Karat Solid Gold	2.00 extra

To the Dealer:

Waterman's Ideal Fountain Pen has been the standard fountain pen for twenty-two years or more, because in all that time its manufacturers have stood behind it with a very broad guarantee.

Every pen sold is expected to give perfect satisfaction and there is a pen made for every writer.

Show cases are loaned to dealers who carry a reasonable assortment of pens. Prices are always absolutely uniform.

At your request we will give your pen clerk an education on how to sell pens by familiarizing him with the many different styles of special pens that are made for all purposes.

Our House Organ

The Pen Prophet

This is a little publication issued by us, devoted to the interests of Waterman's Ideal Fountain Pens and circulated principally among our 17,000 customers in the United States and Canada. In it appears from time to time news of the Ideal Pen World, and every dealer in this country should receive a copy.

The total circulation of the Pen Prophet is 25,000, 8,000 of which are sent to dealers who are fast becoming customers. You should get it.

Fountain Pen Ink

Any good fluid ink may be used with satisfaction in Waterman's Ideal Fountain Pen. Anybody that uses our pens knows that.

There is only one ink, however, on which you can always depend, and that is one which is especially made for fountain pen use. To be always certain insist on Waterman's.



It sometimes occurs that the use of different kinds of ink results in a chemical action that unfits it for use in many fountain pens, and dealers should not overlook the fact that our ink is an unusually fluid, blue-black, especially adapted to fountain pen use.

It is put upon regular-sized bottles, from two ounces to a quart, as well as in the Desk and Travelers' Filler styles that are now so well known.

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

136 ST. JAMES STREET, MONTREAL