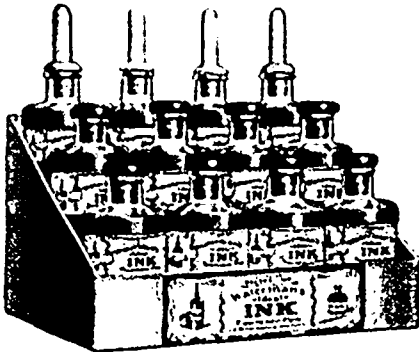


When You Order Ink

why not get something that will be suitable to all your customers under all circumstances, whether for steel pen use or for fountain pen use?



Waterman's Ideal Fountain Pen Ink



This must fill all requirements of this kind. It has to be right if only for the reason that it is expected to give satisfaction in our own pens. Furthermore, it is something on which the same amount of profit for the dealer, because the price is naturally a little higher.

Prices are Never Cut

as they are on almost all other inks, by the large dealers in the larger cities.

There is a greater margin of profit on every bottle sold. It costs the user a little more, which he expects, but it makes more money for the dealer and gives better satisfaction to everyone concerned.

Made in All Sizes

Cuts show style of bottles and labels.



Waterman's Ideal Fountain Pen Ink is made in all sizes from 2 ounces to a quart. Some of these styles are Desk Fillers or Travellers' Fillers with a rubber bulb and glass dropper attachment.

Write for information and we will submit suggested assortments. You can decide whether or not you care to handle the line.

L. E. Waterman Company of Canada, Limited

136 St. James Street, MONTREAL