

5. "The Garden of Allah," by Robert Hichens. Briggs.
6. "The Masquerader," by Mrs. Thurston. Harpers.

MONTREAL.

1. "The Marriage of William Ashe," by Mrs. Ward. Briggs.
2. "Dr. Luke of the Labrador," by Norman Duncan. Revell.
3. "The Lure of the Labrador Wild," by Dillon Wallace. Revell.
4. "The Garden of Allah," by R. Hichens. Briggs.
5. "The Fugitive Blacksmith," by C. D. Stewart. Copp, Clark.
6. "The Masquerader," by Mrs. Thurston. Harpers.

OTTAWA.

1. "The Marriage of William Ashe," by Mrs. Ward. Briggs.
2. "Vicissitudes of Evangeline," by E. Glyn. Harpers.
3. "The Clansman," by Thomas Dixon. Copp, Clark.
4. "The Garden of Allah," by Robert Hichens. Briggs.
5. "Captain Amyas," by D. Wyllarde. Lane.
6. "Return," by Alice MacGowan. Copp, Clark.

PETERBORO'.

1. "The Man on the Box," by Harold MacGrath. McLeod & Allen.
2. "The Marriage of William Ashe," by Mrs. Humphry Ward. Briggs.
3. "The Prospector," by Ralph Connor. Westminster.
4. "The Lure of the Labrador Wild," by Dillon Wallace. Revell.
5. "The Garden of Allah," by Robert Hichens. Briggs.
6. "The Millionaire Baby," by A. K. Green. McLeod & Allen.

ST. CATHARINES.

1. "The Marriage of William Ashe," by Mrs. Ward. Briggs.
2. "The Man on the Box," by Harold MacGrath. McLeod & Allen.
3. "The Prospector," by Ralph Connor. Westminster.
4. "The Masquerader," by Mrs. Thurston. Harpers.

5. "The Undercurrent," by Robert Grant. Scribners.
6. "The Millionaire Baby," by Anna K. Green. McLeod & Allen

TORONTO.

1. "The Marriage of William Ashe," by Mrs. Ward. Briggs.
2. "The Clansman," by Thomas Dixon. Copp, Clark.
3. "Sandy," by Alice Hegan Rice. Briggs.
4. "Return of Sherlock Holmes," by A. Conan Doyle. Morang.
5. "The Man on the Box," by Harold MacGrath. McLeod & Allen.
6. "The Masquerader," by Mrs. Thurston. Harpers.

VANCOUVER, B.C.

1. "The Marriage of William Ashe," by Mrs. Ward. Briggs.
2. "Dr. Luke of the Labrador," by Norman Duncan. Revell.
3. "The Prospector," by Ralph Connor. Westminster.
4. "The Garden of Allah," by Robert Hichens. Briggs.
5. "The Diary of a Church Goer,"
6. "The Abbess of Vlaye," by S. J. Weyman. Copp, Clark.

WINNIPEG.

1. "Dr. Luke of the Labrador," by Norman Duncan. Revell.
2. "The Masquerader," by Mrs. Thurston. Harpers.
3. "The Marriage of William Ashe," by Mrs. Ward. Briggs.
4. "The Clansman," by Thomas Dixon. Copp, Clark.
5. "The Millionaire Baby," by Anna K. Green. McLeod & Allen.
6. "The Abbess of Vlaye," by S. J. Weyman. Copp, Clark.

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3. "Dr. Luke of the Labrador," by Norman Duncan.....	50
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5. "The Masquerader," by Mrs. Thurston.....	45
6. "The Garden of Allah," by Robert Hichens.....	37

## THEIR NEW HOME IN CANADA

FINDING their office in the Alliance Building, St. James street, Montreal, inconvenient, unhandy, and altogether inadequate to cope with the necessities of their growing trade in this country, the L. E. Waterman Co., of Canada, Limited, have removed to more roomy premises at 136 St. James street. Here the commodious main floor and two rear flats will do much to accommodate their constantly growing stock of both pens and pencils, will facilitate shipping, allow for a larger display, and give ample space for contemplated manufacturing purposes. The new premises will also permit of a more perfect repair department, and enable the making of exchanges and repairs with a great saving of time for the user of the Ideal pen, because, as is well known, it matters not where the pen is bought, if it is not perfectly satisfactory, the L. E. Waterman Co., of Canada, Limited, will, at this office, make exchanges just as is done at the parent office, New York.

### Mr. E. J. Kastner in Charge.

Mr. E. J. Kastner, recently elected secretary of the Canadian Co., is a veteran with the firm, and late of the New York office, and will be in charge of the Canadian business. During his seventeen years connection with the L. E. Waterman Co. he has thoroughly learned all branches of the fountain pen business, and is looked upon to-day as possibly one of the most thoroughly posted men in this modern business. He is a thoroughly practical man and possesses energetic qualities to a remarkable degree, which, coupled with his sound business acumen, go to make him a successful manager. Because of Mr. Kastner's familiarity with every detail of the Waterman's Ideal Fountain Pen business almost from its inception to the present day, the Canadian trade will find their interests very carefully attended to, and increased business for all may be confidently looked forward to.

### Exterior and Interior Store Arrangements.

The fixtures and conveniences in the premises are

worthy of more than passing notice. Perhaps the most striking feature of the exterior display is in the form of an overhead sign on which appears on a beaten gold background, a ten-foot Waterman's Ideal Fountain Pen in semi-relief. This is well set off at the sides by bevelled plate glass signs with a black background and chipped gold letters, showing a list of the different offices in various other cities. The predominating colors on the outside will be a mingling of green, black and gold, while the appearance of the window will be greatly enhanced by a hanging plate glass sign.

The interior of the store is most handsomely finished from floor to ceiling; the floor is of solid oak, there is a seven-foot oak wainscoting, and from the top of this to the ceiling the wall is finished with green burlap with an ornamental gold frieze. For interior display two handsomely finished fifteen-foot showcases are used. The bases of these are of solid oak, and the top is of heavy plate glass without mounting. These cases range down the centre of the front part of the main floor, and at the end of them is an archway dividing the showroom from the correspondence department, which is very orderly arranged and moderately equipped. The interior color scheme is in green, gold and oak.

The two flats at the rear are temporarily utilized as storage rooms for the large number of showcases, display fixtures and advertising matter usually supplied to dealers who handle Waterman's Ideal Fountain Pens. On these floors will also be carried a reserve stock of Hardtmuth's Koh-I-Noor and other pencils and rubbers, and Waterman's Ideal Fountain Pen, ink, and other accessories. In the place and deserving of special mention is shown a peculiarly beautiful and efficient lighting system that differs from anything previously seen in store lighting in this city. Sixteen incandescent lights are hung on either side of the two long showcases suspended from the ceiling by a brush brass chain fixture, the lamps being encased in globes of Tiffany Favorite glass, which gives a most beautiful effect.