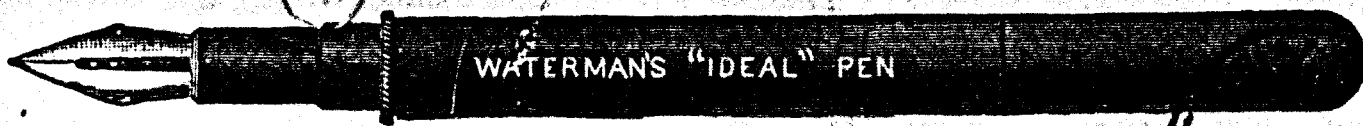


1835



The Ideal Pen Co.,

MANUFACTURERS

10 Murray St. New York.

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Mrs. Nellie P. ...

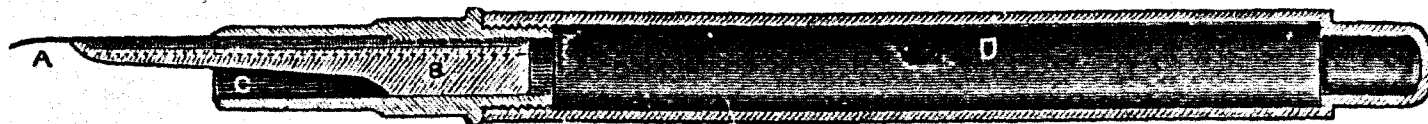
Lowell,

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(Directions No. 3.)

Waterman's "Ideal" Fountain Pen.



Sectional View. References—A, Gold Pen; B, Feed Bar; C, Point-section; D, Barrel; G, Knurl.

Directions and Suggestions.

- (1) **Carry it** in the pocket with the pen-point *up*.
- (2) **Lay it down** with the pen-point raised an inch or more.
- (3) **Handle it** in removing or replacing the cap with the pen-point *up*.
- (4) **To fill it**—Unscrew at the knurl, G, and use the glass dropper to fill the barrel nearly full with any good ink, *from a corked bottle*. Wipe the end of the barrel before closing.
- (5) **To Clean it**—Unscrew the point section, C, and let water run through it with the pen-point down; or the rubber bulb can be taken from the glass filler, put over the screw threads, and used to force the water out and in, through the feed-bar, until the water comes out clean. The barrel can be filled with water and shaken out repeatedly until it is clean.
- (6) **Ink**—The fluid inks are best. Avoid gummy and muddy inks. We use and sell Stafford's "Commercial" ink for general use, and his "Blue Black Office" ink for copying.
- (7) When the pen is first taken up, the warmth of the hand may expand the air in the holder and expel some extra ink into the bowl of the pen. Overflowing from this cause, when the pen is laid down and taken up frequently, will be prevented by keeping the pen filled with ink.
- (8) **Heed** the warning which the pen gives by writing more freely as it becomes nearly empty, and fill it; then you will not be caught with an empty pen.
- (9) **The flow** of ink is automatic in response to the act of writing, and it will be free and uniform after the feed bar has been wet with ink a few days. The flow can be increased or decreased by us (without charge) when the pen is returned with an explanation of what is desired. Although the removal of the pen and the adjustment of the feed bar are simple to us, we advise our customers never to undertake either.
- (10) Send the pen and holder complete for the correction of any fault (with your name on the package and 12 cents for registration fee and postage) to

The Ideal Pen Co., No. 155 Broadway, New York.

L. E. Waterman, Manager.

Testimonials.

The following extracts are copied from a few of the many letters and notices we have received in commendation of

Waterman's "Ideal" Fountain Pen.

The best Pen in the world.—**W. L. Alden**, New York *Times*.

Waterman's Ideal Fountain Pen is far ahead of any other we have seen.—New York *Sun*.

It is truly the "Ideal" pen.—**J. H. Haulenberk**, Prop. and Pub. *Godey's Lady's Book*, Philadelphia, Pa.

The two "Ideal" Fountain Pens you sent to my order work admirably.—**W. S. Harrey**, *Brooklyn Daily Eagle*.

I am delighted with your pen, and must speak warm words in its praise.—**M. L. Holbrook**, Editor *Herald of Health*.

My "Ideal" Pen-holder works admirably.—**R. A. Grauniss**, 2d Vice-President Mutual Life Insurance Co., New York.

I have used *all* the leading fountain pens, and I am competent to say that your "Ideal" is the *best*.—**E. A. Bradford**, New York *Times*.

I consider Waterman's Ideal Pen decidedly the most perfect of all the fountain pens.—**John MacMullen**, Teacher, 1262 Broadway, N. Y.

It is all you claim, and by its superior qualities must become the fountain pen of the future.—**J. F. Snyder**, Stenographer, Lynchburg, Va.

It works perfectly; ink flows with the regularity and certainty of the laws of gravitation.—Editor of the *Insurance and Commercial Magazine*, N. Y.

After many years searching for a satisfactory pen, I have been rewarded by finding yours, which has proved itself to be my *ideal pen*.—**M. A. Gridley**, Brooklyn, N. Y.

The "Ideal" always works like an angel; is worth its weight in diamonds to any ink-beriddled editor or clerk. **J. P. Titcomb**, Good Literature Publishing Co., 20 Astor place, New York.

I have used your Pen eight months. It is so handy that I seldom touch any other pen, or even a lead pencil, and my inkstand has become only an ornament.—**H. G. Prout**, Printer, 18 Chambers St., N. Y.

It writes freely, never overflows, and like the Texas pistol is always ready. It is the most perfect labor, time and patience saving tool a literary man could ask for.—**Benj. Northrop**, Ass't Editor N. Y. *Graphic*.

A year's assiduous work with the pen, testing it in various ways, has proved to me that your "Ideal" is the only perfect instrument of the kind.—**Noah Brooks**, Editor Newark *Daily Advertiser*, Newark, N. J.

I have tried many fountain pens, but always have found something wanting in all, except the "Ideal." Like a thing of beauty, it is a joy forever. It is simply perfect.—**A. C. Richards**, Attorney, Washington, D. C.

I assure you it is a great pleasure to have the pen, which I have used for fifteen years, and to which I am greatly attached, placed in a fountain holder that works to my entire satisfaction.—**E. R. Taylor**, Mfg. Chem., Cleveland, O.

I am perfectly delighted with my "Ideal" Pen. It is the first fountain pen I ever saw that is always ready. I use it for everything, and would not be without it for double its cost.—**Daniel Coons**, Book-keeper for C. H. Evans, Brewer, New York.

I have been using one of your "Ideal" Fountain Pens constantly for the last six months, during which time it has given *perfect* satisfaction, and I should feel lost without it.—**B. M. Cole**, Ass't Cashier, Arbuckle Bros., Coffee House, New York.

We have used your fountain pens for several months, and it gives us pleasure to speak in the highest praise of them. We would not be without them, and we believe that will be said by every one who tries them.—**Pope & Edgecomb**, Attorneys, 50 Wall st., N. Y.

Having used your "Ideal" for some time, I am satisfied that it is the best fountain pen in the market.—**J. S. Oakley**, Am. Ex. Nat. Bank, N. Y.

It gives me decided satisfaction to say that I have used your fountain pen-holder for many months without cause for the slightest complaint. To one having much writing to do it is a positive luxury.—**John F. Collins**, Sup't Prudential Insurance Co., New York.

I have used one of your "Ideal" pens six months, and I am greatly pleased with it. It is clean, and always ready for use. I would not sell mine for twenty-five dollars if I could not replace it.—**J. B. F. Bliven**, Bliven & Carrington, Oil Manufacturers, New York.

I have never found any other pen that pleases me as well as the "Ideal." The steadiness with which the ink flows, without the slightest tendency to blotting, while leaving the ink on each page of a uniform shade, is a delight.—**Rev. J. J. Brown**, LL. D., Syracuse University, N. Y.

I must express my thanks to you, and my delight in the use of your pen. I think it is *perfect*. I have had some fifteen years' experience in the use of fountain pens, and have never had any kind of a pen that will in any way compare with this.—**A. N. Byerlee**, Phonographer, Sheffield, Ia.

Your "Ideal" beats anything I have ever used for a perfect fountain pen. It is a pity that every stenographer in the land should not know of it and become the happy possessor of one of your splendid pens.—**Geo. R. Blaisdell**, Secretary's Office, Boston Stenographers' Association.

I have had your pen in daily use for several months. It is always ready to do its work, and never hesitates to make a mark, and *is sure to make its mark in the world*. If I could not obtain another I would not part with mine for \$25.—**Warren S. Barlow**, New York, author of "The Voices" and other poems.

It gives me great pleasure to say that the pen you sold me last July has been in constant use since that time, and has been the most satisfactory fountain pen that I have ever had. I can assure you that if I could not get another, I would not sell it for fifty dollars.—**F. F. C. Demarest**, with Acker, Merrill & Condit, N. Y.

My wife and daughter are perfectly delighted with their "Ideal" Pens, and I like mine more and more. To any one who has to do the amount of writing I have to do, such a pen is an inestimable boon. I don't have to stop every once in a while and pound my fist half off to make it mark.—**F. L. H. Willis**, M. D., Glenora, N. Y.

With the "Ideal" pen we can write by the hour with not a drip, splatter, cessation of flow, or the getting a speck of ink on fingers or paper, other than where we want it. We would not take five hundred dollars for those we use hour after hour each day if we could not get another one.—**M. M. (Brick) Pomeroy**, Editor United States *Democrat*, New York.

Oct. 17th, 1883.—I have used your pen for three months and am perfectly satisfied with it, not having had any trouble with it from the time of purchase. March 6th, 1884.—In my purchase of the second pen some three months ago, I have met with the same success as with the first.—**R. E. Bingham**, U. S. Lighthouse Service, New York (who bought the first "Ideal" sold).

I have tried various other styles of fountain pens and found them all defective and uncleanly. But since I became the owner of a Waterman "Ideal" Fountain Pen, I am happy—no dirty fingers, no leaky holders soiling the pocket. It is always ready without pounding and shaking, and is in every way a perfect fountain pen.—**Engene G. Blackford**, Fish Commissioner, New York State.

Next to a full purse, your "Ideal" Fountain Pen is the most useful thing I know of in traveling. For years I have been wearing out Stylographic Pens, and the Stylographic Pens have been wearing out me.

Now, instead of writing with a pin point, I am delighted to find that I can at any time use my own gold pen, and therefore can give force and a distinctive character to my handwriting. You have made a great invention, and one that has evidently "come to stay." A century hence I doubt not that your "Ideal Pen" will still be flourishing, and though "men may come and men may go," like Tennyson's "Brook," it will still "flow on forever."—**J. L. Stoddard**, the popular lecturer.

(Circular No. 13).



Patented Feb. 12th, and Nov. 4th, 1884.

Waterman's "Ideal" Fountain Pen.

L. E. Waterman,
Manager.

The Ideal Pen Company,
Sole Manufacturers,
No. 155 Broadway.

New York, N. Y., February 5th, 1885.

Removal.

The Ideal Pen Co. has removed to No. 155 Broadway (ground floor), where we shall be glad to see all our old customers and their friends, for we recognize that a large proportion of our new customers are persons to whom our Pen has been recommended by those who use it. The merit of the Pen, as the best in the market, must be the cause of this, as well as of the fact that more "Ideal" Pens have been sold in its first year than of any other Fountain Pen during the same time. But with all its success there must be some Pens that are not satisfactory, and we earnestly desire that all such pens be brought, or sent to us, with an explanation of the trouble, and we will cheerfully remove the difficulty without charge, if the fault is ours, or we will refund the money.

We also thank our friends for their numerous invitations to call upon those who wish to see our Pen, and who are not able to visit our office, and we are prepared to give prompt attention to all such requests hereafter.

Enclosed please find a copy of our new directions.

Again expressing our thanks for past favors, we hope by making our Pens and Holders of the best quality, as well as on the best principles, to continue to merit and receive further patronage.

Yours truly,

The Ideal Pen Co.

L. E. Waterman
Manager.