"THE PERFECT GIFT"
Beautiful and Permanently Useful

A FEW POINTS
About
Waterman's Ideal Fountain Pen

It makes its mark
All around the world

L. E. Waterman Company
New York
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</table>

### Waterman's Ideal Fountain Pen

**Some Medals Received**

In Competition with the World

**From 1884 to 1907**

---

**List of Awards to June 1, 1907**

- 1884 Mechanics Institute, N.Y., Excellence
- 1885 Mechanics Institute, N.Y., Expertise
- 1886 Mechanics Institute, N.Y., Expertise
- 1887 Mechanics Institute, N.Y., Expertise
- 1888 Mechanics Institute, N.Y., Expertise
- 1889 Mechanics Institute, N.Y., Expertise
- 1890 Mechanics Institute, N.Y., Expertise
- 1891 Mechanics Institute, N.Y., Expertise
- 1892 Mechanics Institute, N.Y., Expertise
- 1893 Mechanics Institute, N.Y., Expertise
- 1894 Mechanics Institute, N.Y., Expertise
- 1895 Mechanics Institute, N.Y., Expertise
- 1896 Mechanics Institute, N.Y., Expertise
- 1897 Mechanics Institute, N.Y., Expertise
- 1898 Mechanics Institute, N.Y., Expertise
- 1899 Mechanics Institute, N.Y., Expertise
- 1900 Mechanics Institute, N.Y., Expertise
- 1901 Mechanics Institute, N.Y., Expertise
- 1902 Mechanics Institute, N.Y., Expertise
- 1903 Mechanics Institute, N.Y., Expertise
- 1904 Mechanics Institute, N.Y., Expertise
- 1905 Mechanics Institute, N.Y., Expertise
- 1906 Mechanics Institute, N.Y., Expertise
- 1907 Mechanics Institute, N.Y., Expertise

The awards received have been the highest obtainable in each instance.

*Re: B. Brown: 42; Gold; S. Miller.*
The Use of the Fountain Pen

Everybody writes, and almost everybody should use a fountain pen. The day of fountain pen jibes and jokes has passed. Now-a-days one is lost without a fountain pen. It combines pen and ink so perfectly at all times, and there are so many places where it is indispensable, that it is no longer a luxury, but a necessity. More than half of those who do not use a fountain pen have never tried Waterman's Ideal Fountain Pen. It is not only expected to, but is guaranteed to give perfect satisfaction, and the millions who use it are living evidence of the fact that it does give perfect service.

Probably there is no article that serves more varied requirements, and the needs of the individual users differ greatly. Almost everybody writes differently. Each has some preference in the selection of a pen. This we recognize.

For Special Writers

For the man who wishes a Stib, we have a Stib pen, a Falcon for the man who likes a Falcon; for Manuscript we make a script pen that writes like a pencil, but makes a better copy; for Stenographers we have special points (and much of our success has been due to our ability to satisfy Stenographers); for Bookkeepers we have pens that make fine lines and deposit little ink, so that blotting paper is unnecessary. Waterman's Ideal Fountain Pens are made in all sizes. As the pen increases in size the barrel increases in capacity and the whole increases in price.

The Various Styles

The plate of pens shown on page 7 illustrates the relative sizes from the smallest to the largest. It is the key plate to the pen styles shown further on. Almost every one of the different styles pictured is made in all of the sizes illustrated on this page. The unit figures in the numbers at the bottom of the following pages will indicate the relative sizes of the different priced fountain pens.

The Spoon Feed

The Spoon Feed is, and has been since its inception by us, the only one of its kind on the market. It is flat and broad. Almost every fountain pen has a flat, broad feed. There is no virtue, however, in mere width of rubber. The merit of the Spoon Feed lies in the semi-circular pockets cut into the side, which are not visible ordinarily, and which hold any overflow of ink caused by air pressure or otherwise. This is the feature that is patented. This is the Spoon Feed.

It eliminates the flooding so common to all ordinary fountain pens. It makes it a safe pen for bookkeepers and other careful writers.

No other feed will give such a perfectly uniform flow of ink; no other pen gives always enough and never too much. It is perfection. Beyond it there is nothing to attain.

Imitations

The unparalleled success of Waterman's Ideal Fountain Pen, which has been the standard for upwards of twenty-five years and which has always kept pace with changing conditions, has encouraged a horde of imitators, some of them sufficiently unscrupulous to copy the very name of our product with an inferior article.
and taking advantage in that way of the reputation that has been built up by us the past quarter century.

The purchaser who would be sure, therefore, should see to it that his pen is Waterman's Ideal Fountain Pen. The word "Ideal" identifies the genuine, and will be found stamped in a world on every pen. Look for the word in the world. It identifies the world's best writing instrument.

Guarantee

Every Waterman's Ideal Fountain Pen is unreservedly guaranteed wherever sold. Pen points may be exchanged as often as necessary in order to fit the hand, or the full purchase price will be refunded within thirty days if the pen is not entirely satisfactory.

If your local dealer has not a sufficiently large stock to exactly fit your requirements, at our stores, located in New York, Boston, Chicago, San Francisco, Montreal and London, you can exchange your pen for one which exactly suits your taste.

We aim to give, and if you help us will give, entire satisfaction. We ask you not to keep a pen unless entirely suited as to pen action, then that you carry it right side up, use good ink and keep the pen clean.

Do this and satisfaction is certain.

A most exceptional honor was paid Mr. L. E. Waterman, Inventor of Waterman's Ideal Fountain Pen, when in 1893 a diploma of Honorable Mention was conferred upon him by Act of the Congress of the United States of America.
Relative Sizes of Pens

No. 2 in all holders with numbers ending with 2-12, 22-012, etc.

No. 3 in all holders with numbers ending with 3, etc., as above.

No. 4 in all holders with numbers ending with 4, etc., as above.

No. 5 in all holders with numbers ending with 5, etc., as above.

No. 6 in all holders with numbers ending with 6, etc., as above.

No. 7 in all holders with numbers ending with 7, etc., as above.

No. 8 in all holders with numbers ending with 8, etc., as above.

Short       Medium       Long

These various sizes of pens are furnished in all numbers.

Special Pens

Fitted only to No. 14 holder.

Manifolding Pen

Made in all sizes.

Ink, Pens are 14-Kt. gold, unaffected by the acid in any ink. Points are tipped with iridium. The whole will almost indefinitely.

Gold Pens are reputed to be straightened by fifty cents each. Repaired pens cannot be guaranteed to write well, or to have same-quality of point or flexibility of new pen. Pens smaller than No. 6 are seldom worth repairing.

Price List of Separate Parts - Plain, Glazed, Motifted or Cardinal Holders

<table>
<thead>
<tr>
<th>Holders</th>
<th>Price</th>
<th>Cost</th>
<th>Price</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>25-27</td>
<td>2.25</td>
<td>2.10</td>
<td>2.25</td>
<td>2.10</td>
</tr>
<tr>
<td>25-27-28</td>
<td>3.25</td>
<td>3.15</td>
<td>3.25</td>
<td>3.15</td>
</tr>
<tr>
<td>25-27-28</td>
<td>3.25</td>
<td>3.15</td>
<td>3.25</td>
<td>3.15</td>
</tr>
</tbody>
</table>
**Pocket Pens**

(With Screw Caps)

<table>
<thead>
<tr>
<th></th>
<th>Plain</th>
<th>Chased</th>
<th>Gold Mounted</th>
<th>Filigree Sterling Silver</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. 12 Poc.</td>
<td>$5.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>No. 14 Poc.</td>
<td>7.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>No. 15 Poc.</td>
<td>8.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>No. 16 Poc.</td>
<td>9.00</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

This design Pocket Pen is also made in short sizes (V. Poc.) for purse or trousers pocket. Both the long and short sizes are also made in the Self-Filling type (W. F.) and all sizes in a wide assortment of gold and silver mounted styles.

---

**Cone Caps**

<table>
<thead>
<tr>
<th></th>
<th>Plain</th>
<th>Chased or Mottled</th>
<th>Gold Mounted</th>
<th>Gold Mounted Middle Band</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. 12</td>
<td>$8.50</td>
<td>No. 12</td>
<td>$11.00</td>
<td>No. 12</td>
</tr>
<tr>
<td>No. 14</td>
<td>7.00</td>
<td>No. 14</td>
<td>5.00</td>
<td>No. 14</td>
</tr>
<tr>
<td>No. 16</td>
<td>6.00</td>
<td>No. 16</td>
<td>4.00</td>
<td>No. 16</td>
</tr>
<tr>
<td>No. 18</td>
<td>3.50</td>
<td>No. 18</td>
<td>2.50</td>
<td>No. 18</td>
</tr>
</tbody>
</table>

Clip-Clip add to price. See page 26.
Waterman’s Ideal Fountain Pen

Taper Caps

Plain or Mottled
No. 22 $2.50
No. 23 1.50
No. 24 4.00
No. 25 5.00
No. 26 6.95
No. 24 $8.00

Chased
No. 27 $7.50
No. 21 4.50
No. 24 4.00
No. 25 6.00
No. 26 7.00

Gold Mounted
Chased Bands
No. 22 $6.50
No. 23 4.50
No. 24 5.00
No. 25 6.00
No. 26 7.00

Gold Mounted
Middle Band
18-Kt.
Gold Filled
No. 22 $1.50
No. 24 5.00

14-Kt. Solid Gold
No. 24 $8.00

Self-Filling Type

Made to fill by suction, direct from the ink bottle

This style Waterman’s Ideal has become a favorite among many classes of busy writers, owing to the convenience of the inner filling device. To fill this pen it is necessary only to draw back the snap and secure collar, by a slight twist, dip pen point in ink, press the bar, release pressure and the tube is filled. By the same operation, using cold water, the entire pen is quickly cleared. The shape of convenience of this pen is in no way marred by the collar, which fits on a cone-shaped surface and is easily drawn back to fill the pen.

Waterman’s Ideal Fountain Pen

Illustrations 14 S. F.
Clip-on-Cap Extra: German Silver 25c., Sterling Silver 50c., Rolled Gold $1.00, Solid Gold $2.00.
Waterman’s Ideal Fountain Pen

Safety Type

A style that can be carried in any position, upside down, right side up, side ways, or end ways without spilling.

All the superior features and patented parts in the regular Waterman’s Ideal are combined in this fountain pen, in addition to it being so made that the gold pen conveniently screws back into the barrel permitting the cap to screw down on the open end, positively sealing the barrel.

An excellent style for ladies’ use as they may be carried in purse, hand bag or trunk with perfect safety. A general traveling style of fountain pen and exceptionally useful for sportsmen.

<table>
<thead>
<tr>
<th>Purse Size</th>
<th>Vest Size</th>
<th>Large Pocket Size</th>
</tr>
</thead>
<tbody>
<tr>
<td>(Plain or Chased)</td>
<td>(Plain or Chased)</td>
<td>(Plain or Chased)</td>
</tr>
<tr>
<td>No. Each</td>
<td>No. Each</td>
<td>No. Each</td>
</tr>
<tr>
<td>12½ V. S.</td>
<td>5.50</td>
<td>12 S. G. M. M.</td>
</tr>
<tr>
<td>12½ V. S.</td>
<td>5.50</td>
<td>12 S. G. M.</td>
</tr>
<tr>
<td>7.00</td>
<td>8.00</td>
<td>8.60</td>
</tr>
<tr>
<td>Pocket Sizes</td>
<td>Pocket Sizes</td>
<td>Pocket Sizes</td>
</tr>
<tr>
<td>12½ S. G. M. M.</td>
<td>12 S. G. M.</td>
<td>12 S. G. M.</td>
</tr>
<tr>
<td>4.00</td>
<td>5.00</td>
<td>5.00</td>
</tr>
<tr>
<td>Clip cannot be attached to this size.</td>
<td>Gold Filled</td>
<td>$10.00 up</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Waterman’s Ideal Fountain Pen

Check Book Pen

A perfect Waterman’s Ideal, in miniature, which has met with great favor. Designed as a convenient size for vest pocket or purse use, for handiness in signing checks or making notes, or for compact combination with diary or pocket memorandum book.

Plain Black | $2.50
Plain Cardinal | $2.50
Filigree Mounted | $5.00

Closed

Open

Check Book Pen

The Baby Pen

A perfect little Waterman’s Ideal which is very satisfactory for general use where a small pen is required. A splendid style for children’s use. One which is extensively used for birthday or christening gifts.
Waterman’s Ideal Fountain Pen

Secretary Pen

This fountain pen is adapted particularly as a dainty style for library and writing desk purposes. Durable, yet very strong and durable, and of that fineness and pattern which make it so practical and appropriate. Make this pen and you find great permanent convenience in a small pen of this kind. A perfect and complete Waterman’s Ideal of the Luxe style for general use and particularly attractive for ladies. It is made only and of the several styles shown below.

Illustration 5½ inch scale.

The Secretary Pen is of one regular size only and is reduced size.

<table>
<thead>
<tr>
<th>Pen No.</th>
<th>Style</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>125</td>
<td>Chased</td>
<td>$2.50</td>
</tr>
<tr>
<td>125½</td>
<td>G. M.</td>
<td>$3.50</td>
</tr>
<tr>
<td>512½</td>
<td>Colonial</td>
<td>$25.50</td>
</tr>
<tr>
<td>512</td>
<td>Gold</td>
<td>$50.00</td>
</tr>
<tr>
<td>52½</td>
<td>Silver</td>
<td>$10.00</td>
</tr>
<tr>
<td>522½</td>
<td>Filigree, full gold</td>
<td></td>
</tr>
<tr>
<td>512½</td>
<td>Solid gold</td>
<td></td>
</tr>
</tbody>
</table>

Other styles of the Secretary Pen are:

- Gold-Filled: $15.00
- Sterling: $5.00
- Rose: $8.00

Cone Caps

<table>
<thead>
<tr>
<th>Pen No.</th>
<th>Style</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>212</td>
<td>18-Kt. Gold-Filed</td>
<td>$8.00</td>
</tr>
<tr>
<td>214</td>
<td>14-Kt. Solid Gold</td>
<td>$20.00</td>
</tr>
<tr>
<td>216</td>
<td>14-Kt. Solid Gold</td>
<td>$20.00</td>
</tr>
<tr>
<td>218</td>
<td>14-Kt. Solid Gold</td>
<td>$20.00</td>
</tr>
</tbody>
</table>

No. 214 | $8.00
No. 216 | $10.00
No. 218 | $12.00
No. 214 | $20.00
**Taper Caps**

- **Plain Sterling Silver**
  - No. 222: $4.00
  - No. 224: $6.00
  - 14-Kt. Solid Gold: $15.00

- **Chased Sterling Silver**
  - No. 222: $6.00
  - No. 224: $8.00
  - 18-Kt. Gold Filled: $10.00
  - 14-Kt. Solid Gold: $25.00

- **Buttercorn Sterling Silver**
  - No. 222: $6.00
  - No. 224: $8.00
  - 14-Kt. Solid Gold: $10.00

- **Patch Sterling Silver**
  - No. 224: $9.00
  - 18-Kt. Gold Filled: $10.00

- **Indian Sprig Sterling Silver**
  - No. 404: $11.00
  - 14-Kt. Solid Gold: $35.00

**Straight Caps**

- **Chased Sterling Silver**
  - No. 402: $6.00
  - No. 404: $10.00
  - 18-Kt. Gold Filled: $15.00

- **Buttercorn Sterling Silver**
  - No. 402: $6.00
  - No. 404: $10.00
  - 18-Kt. Gold Filled: $15.00

- **Indian Sprig Sterling Silver**
  - No. 404: $11.00
  - 14-Kt. Solid Gold: $35.00

- **Patch Sterling Silver**
  - No. 402: $7.00
  - No. 404: $10.00
  - 18-Kt. Gold Filled: $15.00
  - 14-Kt. Solid Gold: $35.00
Gifts

Waterman's Ideal Fountain Pen is the one perfect gift. It is beautiful and permanently useful, and a lasting reminder of the giver.

As it is in use throughout the entire year, it is a suitable gift for all seasons.

For the business man it is a gift that he will use and appreciate.

For the business woman it is par excellence. Pens are furnished especially for stenographers' use.

For the clergyman to write his sermons.

For the lady at home, pens which will ornament any writing table.

For the employee from his employer, a pen will please the recipient and save the giver's time.

For the College boy, a gold mounted pen bearing the emblem of his college.

For the member of a fraternal order, suitable emblem pens.

It is a mistake to think that Fountain Pens are only appreciated by men. They are quite as welcome gifts to women and children.

If you give "her" a Waterman's Ideal Fountain Pen, she may be persuaded to write you again.

Engraving

Gold and silver mounted pens usually have a space for engraving, and the prices for such in any of the styles shown are given below.

<table>
<thead>
<tr>
<th>Styles of Engraving</th>
</tr>
</thead>
<tbody>
<tr>
<td>Style E1</td>
</tr>
</tbody>
</table>

Script .................................................. Style E2 .................................. 5c. per letter
Block ................................................ Style E7 .................................. 5c. per letter
Old English, small ................................ Style E3 .................................. 15c. per letter
Old English, capitals only ........................ Style E1 .................................. 15c. per letter
Dotted cipher ........................................... Style E6 .................................. (1 letters or less) 45c. per pen
Script monogram ...................................... Style E4 .................................. (1 letters or less) 45c. per pen
Ribbon monogram ..................................... Style E5 .................................. (1 letters or less) 75c. per pen
Block Monogram ...................................... Style E7 .................................. (1 letters or less) 75c. per pen

No engraving done for less than 15c.

Orders for Engraving around Christmas time cannot be executed if received later than December 15th.

In ordering, care should be taken to write name and initials very distinctly, as alterations cannot be satisfactorily made.
Ideal Caps and Their Styles

Some Important Points

Cone Caps

There is never any difficulty about replacing a Cap of the Cone variety. In cases of this kind all that is necessary is to see the number which is stamped on the butt-end of the holder, and a specification of this number together with a statement as to what finish of cap is desired, whether Plain, Chased or Mottled, will result in your securing a cap to fit.

Taper Caps

Straight Caps

In order to replace either a Taper or a Straight Cap, fitting the holder against a shoulder of any kind, it is necessary that the cap should be actually fitted, because there is always some light variation in size, depending on the length of time the pen has been in use, and in order to secure a perfect fitting cap, the holder should be sent in for adjustment. In such cases pens are generally overhauled without charge.

Cap Prices

By comparing the number on the butt-end of the holder with the list shown below, the price of any cap is ascertained.

Price List of Caps, Various Sizes
Black, Chased or Mottled

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Straight</td>
<td>2 2c</td>
<td>2 2c</td>
<td>2 2c</td>
<td>2 2c</td>
<td>2 2c</td>
<td>2 2c</td>
<td>2 2c</td>
<td>2 2c</td>
<td>2 2c</td>
<td>2 2c</td>
<td>2 2c</td>
</tr>
<tr>
<td>Cone Cap</td>
<td>12 2c</td>
<td>12 2c</td>
<td>12 2c</td>
<td>12 2c</td>
<td>12 2c</td>
<td>12 2c</td>
<td>12 2c</td>
<td>12 2c</td>
<td>12 2c</td>
<td>12 2c</td>
<td>12 2c</td>
</tr>
<tr>
<td>Taper Cap</td>
<td>22 2c</td>
<td>22 2c</td>
<td>22 2c</td>
<td>22 2c</td>
<td>22 2c</td>
<td>22 2c</td>
<td>22 2c</td>
<td>22 2c</td>
<td>22 2c</td>
<td>22 2c</td>
<td>22 2c</td>
</tr>
<tr>
<td>Cone Cap</td>
<td>12 2c</td>
<td>12 2c</td>
<td>12 2c</td>
<td>12 2c</td>
<td>12 2c</td>
<td>12 2c</td>
<td>12 2c</td>
<td>12 2c</td>
<td>12 2c</td>
<td>12 2c</td>
<td>12 2c</td>
</tr>
</tbody>
</table>

Ideal Clip-Caps

The Clip-Cap is identified with Waterman's Ideal Fountain Pen. Purchasers of fountain Pens insist on it. It is a simple but strong device, that grips the pocket, and is a protection against loss.

Prices of Caps in Addition to Above Prices

For German Silver Clips ....................................... add 50c to above prices
For Sterling Silver Clips ..................................... add 90c to above prices
For 18-Kt. Gold Filled Clips ................................ add 1.00 to above prices
For 14-Kt. Solid Gold Clips ................................ add 2.00 to above prices

Exchanging Caps for Clip-Caps

Dealers can supply customers with Clip-Caps by simply exchanging and charging the difference, which varies according to the style of clip selected. Caps thus taken in exchange by our dealers will then be credited when returned to us with next order for Clip-Caps, always providing they are caps of our manufacture in good condition.
Vest and Chatelaine Pockets

The illustrations below give a fairly good idea of some of our vest and chatelaine pen holders. These are made in both leather and plush, and in the colors listed.

<table>
<thead>
<tr>
<th>Price List of Safety Pockets</th>
<th>leaking</th>
<th>Retail</th>
</tr>
</thead>
<tbody>
<tr>
<td>LEATHER</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1 Part, Black, Rose, Red, Tau</td>
<td></td>
<td>.25</td>
</tr>
<tr>
<td>2 Part, Black, Rose, Red, Tau</td>
<td></td>
<td>.30</td>
</tr>
<tr>
<td>3 Part, Black, Rose, Red, Tau</td>
<td></td>
<td>.35</td>
</tr>
<tr>
<td>1 Part, Green, Brown</td>
<td></td>
<td>.30</td>
</tr>
<tr>
<td>2 Part, Green, Brown</td>
<td></td>
<td>.35</td>
</tr>
<tr>
<td>3 Part, Green, Brown</td>
<td></td>
<td>.40</td>
</tr>
<tr>
<td>Chatelaines (for ladies' use)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>LEATHER</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1 Part, Black, Tan, Rose, Suede</td>
<td></td>
<td>.20</td>
</tr>
<tr>
<td>2 Part, Black, Tan, Rose, Suede</td>
<td></td>
<td>.25</td>
</tr>
<tr>
<td>VELVET</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1 Part, Green, Brown</td>
<td></td>
<td>.35</td>
</tr>
</tbody>
</table>

Waterman's Ideal Fountain Pen Ink

After experimenting with many different brands of ink, we now manufacture one ourselves that we can guarantee to be satisfactory under all circumstances. It is made in all sizes, from two ounces to a quart, and in the following colors:

- Blue-Black, Combined (Writing and Copying), Jet Black, Red, Green and Violet.

The two most popular sizes are shown on this page. One of them is for desk use, and the other for travelers. With each is supplied a solid rubber stopper and dropper, and the Travelers' Filler may be carried with a perfect sense of security in a trunk or traveling bag. The Travelers' Filler will be sent by mail prepaid for thirty-three cents.
Ideal Pen Cleaner

Each Fifteen Cents

It is a fact that the use of different kinds of ink, some of which may be muddy and thick, will in time clog the most delicate part of the pen—the feed. The gold pen should never be taken apart or separated from the feed in any way.

Unscrew the point section, attach Ideal Cleaner (which fits any size perfectly), then draw and discharge water through the feed and point section as indicated in the picture. This will dissolve any gummed ink and clean it thoroughly. Never use hot water; it affects the rubber.

When a pen has been dipped in thick writing ink, as is sometimes unwisely done instead of refilling, the cleaning should be very thorough, otherwise the pen will not give satisfactory service.

Ideal Joint Opener

Ten Cents

Many people are in the habit of screwing the neck or joint very tightly, with the result that the opening of it becomes a very difficult matter, because there is so little room for a good grip.

The Ideal Joint Opener easily overcomes all this, and will easily open the most refractory joint.

The Care of a Pen

To Fill the Pen

Unscrew the point section (C)—page 9—and by the use of the glass dropper fill the barrel nearly full with ink. Dry off the end of the barrel and the screw threads before closing and then screw up firmly; otherwise you will soil your fingers at the joint. If the point section does not unscrew readily, a piece of elastic band put around it will afford an effective grip. Also see our Ideal Joint Opener—opposite page.

To Clean the Pen

Hold the point section down and allow cold water to run through it, or fit the rubber bulb from the filler over the screw thread, and force water in and out through the feed. Also see our Ideal Pen Cleaner—opposite page. The barrel can be rinsed out repeatedly until it is clean. Hot water should not be used, as it destroys the polish of the rubber. A drop or two of ammonia used occasionally will cleanse it thoroughly.

The Cap

may best be removed or put in place with a slight twist from left to right, which will cause it to move easily without suction or jarring. This should be done with the pen point up. If the inside of the cap becomes soiled, clean it with tissue paper on the end of a match, or with a blotter as illustrated; otherwise, it will soil the neck of the pen and then your fingers.

INK.—Use any good Fluid Ink. Waterman's Ideal Fountain Pen Ink is the same at all times and can always be depended upon.
Directions and Suggestions

Carry it with the pen point up.
Lay it down so that the pen point will be raised an inch or more.
Open the vent holes in the cap if the pen is to be carried in the pocket; otherwise, the warmth of the body will cause it to sweat inside the cap.
Close the vent holes with wax if the pen is to be left lying on the desk; otherwise, the ink in the feed will dry up and the pen will not write readily.

Exchanges and Repairs

If your pen does not suit you perfectly, it will be exchanged until satisfactory, by any dealer, or, at any of our branch stores.
Our repair department is maintained for the convenience of our customers in case of loss or accident. All correspondence receives prompt and careful attention.
Whenever a new gold pen is wanted, or any readjustment of parts is necessary, the complete holder must be sent to us; otherwise, satisfactory service cannot be given.
Empty out the ink before mailing a fountain pen.
Be sure to mark your name and address plainly on the package so that we can identify it and connect it with your letter of instructions.
To insure safety, packages should always be registered.
We note, however, through what mail a package is received, and return it by the same class at the risk of the sender.
Ten cents should be added to all prices if registration is desired.

Where to Buy

Waterman's Ideal Fountain Pens are sold at uniform prices. At big shop or little shop, in city or country, the price is the same. Most stationers, many jewelers and some druggists sell Waterman's Ideal Fountain Pens. It is generally easy to find one or more dealers who carry them.
While it is usually advantageous to buy from the dealer who has a large assortment, you should remember that the dealer you buy from can get for you any pen we make (he will get the pen you desire if you insist), and that pens are exchangeable until you are satisfied.
Do not do injustice to yourself and to us by accepting imitations.

How to Order

Select the style holder desired from any one of the pictures shown on pages ten, eleven, twelve, thirteen, fourteen, fifteen, sixteen, seventeen, eighteen and nineteen.
Under each one of these styles are shown their numbers, the unit figure indicating the size of the gold pen contained and the ink-carrying capacity of the holder. Reference to the key-plate on page eight will show the relative sizes of all of our pens from the smallest, a No. 2 gold pen, to the largest, a No. 8 gold pen.
A sample of the steel pen you are in the habit of using will aid us in making a selection of a gold pen especially adapted to your hand.
Waterman's Ideal Fountain Pen

How Long Will It Write?

Many people, many of whom have used a fountain pen before, and some who have not, are anxious to know how much ink a fountain pen will hold and how long it will write; and while it is practically impossible to tell this definitely, because of the variation in pen points, an approximate idea can be given, as indicated by the figures shown on the last three columns below.

These figures are, however, governed entirely by the fineness of the pen and the individual handwriting. A drop of ink may write one hundred words and it may write five hundred words, so that there is a wide margin for deviation. These calculations are based on an average of one hundred and fifty words to a page of note paper, which is fair for the ordinary writer.

Styles, Dimensions and Capacity of Principal Styles

<table>
<thead>
<tr>
<th>Style</th>
<th>Outside</th>
<th>*Lengths</th>
<th>Drop of</th>
<th>Contains Ink to Write</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Diam.</td>
<td>Open</td>
<td>Closed</td>
<td>Ink Held</td>
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<tr>
<td>2</td>
<td>1/5</td>
<td>55%</td>
<td>55%</td>
<td>100</td>
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<tr>
<td>3</td>
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<tr>
<td>4</td>
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<td>75%</td>
<td>55%</td>
<td>100</td>
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<tr>
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<td>1/5</td>
<td>75%</td>
<td>64%</td>
<td>100</td>
</tr>
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<td>63%</td>
<td>140</td>
</tr>
</tbody>
</table>

* In inches. † Note Paper.
TEN STORY CONCRETE FACTORY
NOS. 34-40 FLETCHER STREET, NEW YORK CITY
ENTIRELY DEVOTED
TO THE MANUFACTURE OF

Waterman's Ideal Fountain Pen

RUBBER FACTORY
SEYMOUR, - - - CONN.

CANADIAN FACTORY
ST. LAMBERT, - - P. Q.