Waterman’s Gyro-Sheath Desk Sets
for
Offices and Homes

CATALOGUE No. 100

Golden Rule Pen & Pencil Shop
224 E. Broadway, Long Beach, Calif.

Designed and Manufactured by
L. E. Waterman Company
Makers of the World’s Finest Fountain Pens

191 Broadway
NEW YORK

40 School Street
BOSTON

129 So. State Street
CHICAGO

609 Market Street
SAN FRANCISCO
Important Information

WATERMAN'S GYRO-SHEATH DESK SETS are built to meet the constantly increasing demand for beautiful and thoroughly practical desk sets for use in the office and in the home.

Bases are made of the very finest grades of imported onyx and marbles—shaped, finished and polished by experts.

The graceful gyro-sheath can be freely moved in any direction—straight up—inclined to right or left—or frontward—the bearings being just tight enough to hold the gyro wherever it is placed.

Gyro-sheaths are made in two capacities (identically the same in outward shape and size)—one to receive the No. 62½ size pen and the other to receive the No. 67 and No. 0365 pens, the two sizes of pen sheaths being interchangeable. The No. 67 size gyro-sheath can be had in either the regulation metal or finished in hard rubber to match the pen selected—the individual number of the desk set equipped with the hard rubber gyro being identified by the suffix “R,” viz., “No. 6267-R.”

Waterman's Desk Set pens possess all the built-in excellence that characterizes the regulation Waterman's pocket type of fountain pens. Some of these superior features are the extra large ink capacity—the simple and efficient filling device—the 14kt. gold, iridium-tipped nib in a wide choice of distinctive styles—the patented "spoon-feed" that assures a steady, controlled flow of ink to the point until the very last drop of ink is used up—and the light-weight, stain-proof and perfectly balanced holder.

Waterman’s Desk Sets with ornaments (only a few of which are illustrated herein) are truly works of art. They are especially appropriate for trophies or prizes for golf clubs, bowling clubs, bridge clubs, etc., or for any sport or contest where a trophy that combines ornamental beauty and genuine usefulness is desired. We have on hand desk set designs for nearly every competitive sport and your inquiries for regular and special designs are invited.

L&I Waterman Company
Waterman’s Ripple-Rubber No. 67 Desk Set Pens

WATERMAN’S Ripple-Rubber No. 67 Desk Set pens comprise a group of seven pens, each pen with a distinctly different style of nib, made for a particular kind of writing and so identified by an inlay color band on holder and the color name stamped on the nib. Pens shown below are in actual colors and size.

- **Purple Band Stiff; Fine**
  - Makes a thin line and small figures, without pressure.
  - Popular with accountants.
  - Price: $7.00

- **Pink Band Flexible; Fine**
  - Fine, resilient point—ground to shade at any angle. Loved by stenographers.
  - Price: $7.00

- **Green Band Rigid Point**
  - Temper to extreme hardness. Won’t shade even under pressure. Fine for manifolding.
  - Price: $7.00

- **Red Band Standard Point**
  - Medium flexibility. A splendid correspondence point that suits most writers.
  - Price: $7.00

- **Yellow Band Rounded Point**
  - Tip is half shape. Writes smoothly on any paper, in any direction. Suits southpaws.
  - Price: $7.00

- **Blue Band Blunt Point**
  - An improved stub point. Makes a broad or fine line as desired. Rapid writers like this pen.
  - Price: $7.00

- **Grey Band Oblique Stub**
  - A slanting stub preferred by writers who hold their pen at an angle or between fingers.
  - Price: $7.00
Waterman's No. 62½ and No. 67 Desk Set Pens in Colors

WATERMAN'S No. 62½ desk set pens are made in five differently colored holders, viz., Ripple-Rubber, Ripple-Olive, Plain Black, Ripple-Blugreen and Ripple-Rose—and the No. 67 pens with four differently colored holders, viz., Ripple-Blugreen, Ripple-Rose, Ripple-Olive and Plain Black—as shown below in actual sizes and colors.

<table>
<thead>
<tr>
<th>No.</th>
<th>Description</th>
<th>Tip and Ornamental Band</th>
<th>Medium Nibs</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>62½</td>
<td>Ripple-Rubber, Gold filled tip and ornamental band</td>
<td>Medium</td>
<td></td>
<td>$4.00</td>
</tr>
<tr>
<td>67</td>
<td>Ripple-Olive, Gold filled ornamental bands, choice of 7 nibs, See No. 67 Color Chart</td>
<td>Medium</td>
<td></td>
<td>$7.00</td>
</tr>
<tr>
<td>62½</td>
<td>Ripple-Rose, Gold filled ornamental bands</td>
<td>Medium</td>
<td></td>
<td>$4.00</td>
</tr>
<tr>
<td>67</td>
<td>Plain Black, Gold filled tip and ornamental band</td>
<td>Medium</td>
<td></td>
<td>$4.00</td>
</tr>
<tr>
<td>62½</td>
<td>Ripple-Olive, Gold filled ornamental bands, choice of 7 nibs, See No. 67 Color Chart</td>
<td>Medium</td>
<td></td>
<td>$7.00</td>
</tr>
<tr>
<td>67</td>
<td>Ripple-Blugreen, Gold filled tip and ornamental band</td>
<td>Medium</td>
<td></td>
<td>$4.00</td>
</tr>
<tr>
<td>62½</td>
<td>Plain Black, Gold filled ornamental band</td>
<td>Medium</td>
<td></td>
<td>$4.00</td>
</tr>
<tr>
<td>67</td>
<td>Ripple-Rose, Gold filled tip and ornamental band</td>
<td>Medium</td>
<td></td>
<td>$4.00</td>
</tr>
</tbody>
</table>
Your Choice of these Bases:

- ONYX
- BLACK MARBLE
- GREEN ONYX
- FRENCH ONYX

Above pen, No. 621/2, can be had with a point similar to any point described below in Waterman’s No. 67 Color Chart

- **Purple Band**—STIFF; FINE—Makes a thin line and small figures, without pressure. Popular with accountants.
- **Pink Band**—FLEXIBLE; FINE—Fine resilient point—ground to shade at any angle. Loved by stenographers.
- **Green Band**—RIGID—Tempered to extreme hardness. Won’t shade even under pressure. Fine for manifolding.
- **Red Band**—STANDARD—Medium flexibility. A splendid correspondence point that suits most writers.
- **Yellow Band**—ROUNDED—Tip is ball shape. Writes smoothly on any paper in any direction. Suits southpaws.
- **Blue Band**—BLUNT—An improved stub point. Makes a broad or fine line as desired. Rapid writers like this pen.
- **Grey Band**—OBLIQUE—A slanting stub preferred by writers who hold their pen at an angle or between fingers.

Your Choice of these Holders:

- RIPPLE-RUBBER
- PLAIN BLACK
- RIPPLE-OLIVE
- RIPPLE-ROSE
- RIPPLE-BLUGREEN

PLEASE SPECIFY COLORS OF BASE, HOLDER AND NIB DESIRED
Desks Set No. 7062/3, Black Marble, Onyx or French Onyx base, $12.00. With larger size pen (Set No. 7067 or No. 7067-R), $15. With Green Onyx base. No. 7062/3, $12.00; No. 7067, $15.00.

Illustration — Desk Set No. 7062 1/2 2 1/4 x 2 1/4 Black Marble base, gold finish corice frame and No. 62 1/2 Plain Black pen.

Your Choice of these Bases:

- ONYX
- BLACK MARBLE
- GREEN ONYX
- FRENCH ONYX

Above pen, No. 62 1/2, can be had with a point similar to any point described below in Waterman’s No. 67 Color Chart

- **Purple Band** — STIFF; FINE — Makes a thin line and small figures, without pressure. Popular with accountants.
- **Pink Band** — FLEXIBLE; FINE — Fine resilient point — ground to shade at any angle. Loved by stenographers.
- **Green Band** — RIGID — Tempered to extreme hardness. Won’t shade even under pressure. Fine for manifolding.
- **Red Band** — STANDARD — Medium flexibility. A splendid correspondence point that suits most writers.
- **Yellow Band** — ROUNDED — Tip is ball shape. Writes smoothly on any paper in any direction. Suits southpaws.
- **Blue Band** — BLUNT — An improved stub point. Makes a broad or fine line as desired. Rapid writers like this pen.
- **Grey Band** — OBLIQUE — A slanting stub preferred by writers who hold their pen at an angle or between fingers.

Your Choice of these Holders:

- ROLLER-RUBBER
- PLAIN BLACK
- RIPPLE-OLIVE
- RIPPLE-ROSE
- RIPPLE-BLUGREEN

PLEASE SPECIFY COLORS OF BASE, HOLDER AND NIB DESIRED
Your Choice of these Bases:

- ONYX
- BLACK MARBLE
- GREEN ONYX
- FRENCH ONYX

Above pen, No. 62½, can be had with a point similar to any point described below in Waterman's No. 67 Color Chart

- **Purple Band**—STIFF; FINE—Makes a thin line and small figures, without pressure. Popular with accountants.
- **Pink Band**—FLEXIBLE; FINE—Fine resilient point—ground to shade at any angle. Loved by stenographers.
- **Green Band**—RIGID—Tempered to extreme hardness. Won't shade even under pressure. Fine for manifolding.
- **Red Band**—STANDARD—Medium flexibility. A splendid correspondence point that suits most writers.
- **Yellow Band**—ROUNDED—Tip is ball shape. Writes smoothly on any paper in any direction. Suits southpaws.
- **Blue Band**—BLUNT—An improved stub point. Makes a broad or fine line as desired. Rapid writers like this pen.
- **Grey Band**—OBLIQUE—A slanting stub preferred by writers who hold their pen at an angle or between fingers.

Your Choice of these Holders:

- RIPPLE-RUBBER
- PLAIN BLACK
- RIPPLE-OLIVE
- RIPPLE-ROSE
- RIPPLE-BLUGREEN

PLEASE SPECIFY COLORS OF BASE, HOLDER AND NIB DESIRED
Desk Set No. 71621/2, Onyx, Black Marble or French Onyx base, $13.00. With larger size pen (Set No. 7167 or No. 7167-R), $18.00.

With Green Onyx base:
No. 71621/2, $15.00;
No. 7167, $18.00.

Illustration—
Desk Set No. 71621/2, 3 x 41/2 Onyx base with pencil groove, gold finish corner frame, name plate and No. 621/2 Ripple-Rubber pen.

Your Choice of these Bases:

- ONYX
- BLACK MARBLE
- GREEN ONYX
- FRENCH ONYX

Above pen, No. 621/2, can be had with a point similar to any point described below in Waterman’s No. 67 Color Chart

- Purple Band—STIFF; FINE—Makes a thin line and small figures, without pressure. Popular with accountants.
- Pink Band—FLEXIBLE; FINE—Fine resilient point—ground to shade at any angle. Loved by stenographers.
- Green Band—RIGID—Tempered to extreme hardness. Won’t shade even under pressure. Fine for manifolding.
- Red Band—STANDARD—Medium flexibility. A splendid correspondence point that suits most writers.
- Yellow Band—ROUNDED—Tip is ball shape. Writes smoothly on any paper in any direction. Suits southpaws.
- Blue Band—BLUNT—An improved stub point. Makes a broad or fine line as desired. Rapid writers like this pen.
- Grey Band—OBLIQUE—A slanting stub preferred by writers who hold their pen at an angle or between fingers.

Your Choice of these Holders:

- RIPPLE-RUBBER
- PLAIN BLACK
- RIPPLE-OLIVE
- RIPPLE-ROSE
- RIPPLE-BLU GREEN

PLEASE SPECIFY COLORS OF BASE, HOLDER AND NIB DESIRED
Your Choice of these Bases:

- ONYX
- BLACK MARBLE
- GREEN ONYX
- FRENCH ONYX

Your choice of any of the styles of pen points described below in Waterman's No. 67 Color Chart:

- Purple Band—STIFF; FINE—Makes a thin line and small figures, without pressure. Popular with accountants.
- Pink Band—FLEXIBLE; FINE—Fine resilient point—ground to shade at any angle. Loved by stenographers.
- Green Band—RIGID—Tempered to extreme hardness. Won't shade even under pressure. Fine for manifolding.
- Red Band—STANDARD—Medium flexibility. A splendid correspondence point that suits most writers.
- Yellow Band—ROUNDED—Tip is ball shape. Writes smoothly on any paper in any direction. Suits southpaws.
- Blue Band—BLUNT—An improved stub point. Makes a broad or fine line as desired. Rapid writers like this pen.
- Grey Band—OBLIQUE—A slanting stub preferred by writers who hold their pen at an angle or between fingers.

Your Choice of these Holders:

- RIPPLE-RUBBER
- PLAIN BLACK
- RIPPLE-OLIVE
- RIPPLE-ROSE
- RIPPLE-BLUGREEN

PLEASE SPECIFY COLORS OF BASE, HOLDER AND NIB DESIRED
Illustration—
Desk Set No. 7267, 4 x 6
Onyx base with pencil groove, gold finished frame, name plate and No. 67 Ripple-Blue-green pen, No. 7267 R, with hard rubber gyro-sheath, at same price.

Desk Set No. 7267, Onyx, Black Marble or French Onyx base, $23.00.

With smaller size pen (Set No. 7262/4), $20.00.

Your Choice of these Bases:

ONYX
BLACK MARBLE
GREEN ONYX
FRENCH ONYX

Your choice of any of the styles of pen points described below in
Waterman's No. 67 Color Chart

Purple Band—STIFF; FINE—Makes a thin line and small figures, without pressure. Popular with accountants.

Pink Band—FLEXIBLE; FINE—Fine resilient point-ground to shade at any angle. Loved by stenographers.

Green Band—RIGID—Tempered to extreme hardness. Won't shade even under pressure. Fine for manifolding.

Red Band—STANDARD—Medium flexibility. A splendid correspondence point that suits most writers.

Yellow Band—ROUNDED—Tip is ball shape. Writes smoothly on any paper in any direction. Suits southpaws.

Blue Band—BLUNT—An improved stub point. Makes a broad or fine line as desired. Rapid writers like this pen.

Grey Band—OB Li QUE—A slanting stub preferred by writers who hold their pen at an angle or between fingers.

Your Choice of these Holders:

RIPPLE-RUBBER
PLAIN BLACK
RIPPLE-OLIVE
RIPPLE-ROSE
RIPPLE-BLUGREEN

PLEASE SPECIFY COLORS OF BASE, HOLDER AND NIB DESIRED
Illustration—
Desk Set No. 6467-R, 7x10 Green Onyx, pen bowl, name-plate, two No. 67 Ripple-Olive pens, No. 6467 with gold-filled gyro-sheaths, at same price.

Your Choice of these Bases:

- ONYX
- BLACK MARBLE
- GREEN ONYX
- FRENCH ONYX

Your choice of any of the styles of pen points described below in

Waterman's No. 67 Color Chart

- **Purple Band**—STIFF; FINE—Makes a thin line and small figures, without pressure. Popular with accountants.
- **Pink Band**—FLEXIBLE; FINE—Fine resilient point—ground to shade at any angle. Loved by stenographers.
- **Green Band**—RIGID—Tempered to extreme hardness. Won't shade even under pressure. Fine for manifolding.
- **Red Band**—STANDARD—Medium flexibility. A splendid correspondence point that suits most writers.
- **Yellow Band**—ROUNDED—Tip is ball shape. Writes smoothly on any paper in any direction. Suits southpaws.
- **Blue Band**—BLUNT—An improved stub point. Makes a broad or fine line as desired. Rapid writers like this pen.
- **Grey Band**—OBLIQUE—A slanting stub preferred by writers who hold their pen at an angle or between fingers.

Your Choice of these Holders:

- RIPPLE-RUBBER
- PLAIN BLACK
- RIPPLE-OLIVE
- RIPPLE-ROSE
- RIPPLE-BLUGREEN

PLEASE SPECIFY COLORS OF BASE, HOLDER AND NIB DESIRED.
Waterman’s Desk Sets with Ornaments

No. 303/67, Perpetual Calendar, gold colored, 6 x 10 black marble, pencil groove, name plate. Choice of two No. 67 pens. Plain Black illustrated. Price, $45.00.


No. 26/67, Owl on Book, solid bronze, green colored (facing right), 5 x 7 onyx, pencil groove, name plate. Choice of No. 67 pen. Ripple-Bluegreen illustrated. Price, $30.00.

No. 27/67, Laddie Boy (Airedale), solid bronze, green colored, 5 x 7 onyx, pencil groove, name plate. Choice of No. 67 pen. Ripple-Rose illustrated. Price, $30.00.
Waterman’s Desk Sets with Ornaments

No. 19/0365, Eagle, solid bronze, 6 inches high, on rock. 7 x 13 sea green marble. Two No. 0365 matt green plated pens—1 black end—1 red end. Price $90.00.

No. 43/0365, Golfer, gold plated, 5 x 8 onyx, pin tray, name plate. Two No. 0365 gold plated pens—1 red end—1 black end. Price $75.00.

No. 23/67, Horse, solid bronze, 5 inches high, 6 x 10 black marble, pencil groove, name plate. Choice of No. 67 pen. Plain Black illustrated. Price, $35.00.

No. 11/67, Elephant, solid bronze, 4 inches high, 7 x 10 black marble, pin bowl, name plate. Choice of No. 67 pens. Price, $45.00.
Your Choice of these Bases:
- ONYX
- BLACK MARBLE
- GREEN ONYX
- FRENCH ONYX

Above pen, No. 62 1/2, can be had with a point similar to any point described below in Waterman’s No. 67 Color Chart

- **Purple Band**—STIFF; FINE—Makes a thin line and small figures, without pressure. Popular with accountants.
- **Pink Band**—FLEXIBLE; FINE—Fine resilient point—ground to shade at any angle. Loved by stenographers.
- **Green Band**—RIGID—Tempered to extreme hardness. Won’t shade even under pressure. Fine for manifolding.
- **Red Band**—STANDARD—Medium flexibility. A splendid correspondence point that suits most writers.
- **Yellow Band**—ROUND—Tip is ball shape. Writes smoothly on any paper in any direction. Suits southpaws.
- **Blue Band**—BLUNT—An improved stub point. Makes a broad or fine line as desired. Rapid writers like this pen.
- **Grey Band**—OBLIQUE—A slanting stub preferred by writers who hold their pen at an angle or between fingers.

Your Choice of these Holders:
- RIPPLE-RUBBER
- PLAIN BLACK
- RIPPLE-OLIVE
- RIPPLE-ROSE
- RIPPLE-BLUGREEN

Please specify colors of base, holder and nib desired.
Your Choice of these Bases:

- ONYX
- BLACK MARBLE
- GREEN ONYX
- FRENCH ONYX

Your choice of any of the styles of pen points described below in Waterman's No. 67 Color Chart:

- **Purple Band**—STIFF; FINE—Makes a thin line and small figures, without pressure. Popular with accountants.
- **Pink Band**—FLEXIBLE; FINE—Fine resilient point—ground to shade at any angle. Loved by stenographers.
- **Green Band**—RIGID—Tempered to extreme hardness. Won't shade even under pressure. Fine for manifolding.
- **Red Band**—STANDARD—Medium flexibility. A splendid correspondence point that suits most writers.
- **Yellow Band**—ROUNDED—Tip is ball shape. Writes smoothly on any paper in any direction. Suits southpaws.
- **Blue Band**—BLUNT—An improved stub point. Makes a broad or fine line as desired. Rapid writers like this pen.
- **Grey Band**—OBLIQUE—A slanting stub preferred by writers who hold their pen at an angle or between fingers.

Your Choice of these Holders:

- RIPPLE-RUBBER
- PLAIN BLACK
- RIPPLE-OLIVE
- RIPPLE ROSE
- RIPPLE-BLUGREEN

Please specify colors of base, holder and nib desired
Waterman’s Smaller Desk Sets

Desk Set No. 66/62 1/2, dome top, 3 inch round, Onyx base, 1 No. 62 1/2 pen, price $8.00. Set No. 66/67, same base with larger size pen (No. 67), price $10.50.

Desk Set No. 501/62 1/2, 2 1/4 x 4 oblong; Onyx, French Onyx or Black Marble base, 1 No. 62 1/2 pen, price $7.50. Set No. 501/67, same bases with larger pen (No. 67), price $10.00.

With Green Onyx base No. 501/62 1/2, 1 No. 62 1/2 pen, price $8.00. No. 501/67, same base with larger pen (No. 67), price $10.50.

No. 501/62 1/2
Onyx base. No. 62 1/2
Green Onyx base. No. 62 1/2
Blugreen pen.

No. 511/62 1/2
Onyx base. No. 62 1/2
Black pen.

Desk Set No. 511/62 1/2, 3 x 4 oval, Onyx, French Onyx or Black Marble base, 1 No. 62 1/2 pen, price $9.00. Set No. 511/67, same bases with larger size pen (No. 67), price $11.50.

With Green Onyx base; No. 511/62 1/2, 1 No. 62 1/2 pen, price $10.00. Same base with larger size pen (No. 67), price $12.50.

No. 317/0365, Waltham Clock, 7 x 10 oval Onyx base, pencil groove. Clock, gyro-sheath and name plate Roman gold finish. One No. 0365 pen, same finish as illustrated. Price, $85.00.


No. 350/62½. Lion, solid bronze, 2” high, 5 x 7 oval Onyx base, pencil groove, name plate. Choice of No. 62½ pen. Black pen illustrated. Price, $17.50.


No. 380/62½, modernistic Sail Boat, green solid bronze, $1\,\frac{3}{4} \times 4$ Onyx base, blugreen rubber gyro-sheath, 1 No. 62½ blugreen pen. Price, $10.00.

No. 381/62½, Penguin, green solid bronze, $1\,\frac{3}{4} \times 4$ Onyx base, blugreen rubber gyro-sheath, 1 No. 62½ blugreen pen. Price, $10.00.

No. 382/62½, Monoplane, green solid bronze, $2\,\frac{1}{4} \times 4$ Onyx base, blugreen rubber gyro-sheath, 1 No. 62½ blugreen pen. Price, $10.00.

No. 384/67, perpetual Calendar, green gold finish with black center, black rubber gyro-sheath, 1 No. 62½ black pen. Price, $20.00.
WATERMAN’S DESK EQUIPMENT for modern BUSINESS OFFICES AND HOMES

Desk Set No. 434/67. A new desk set combination appropriate for a professional man or woman—or for the home secretary. 6 x 10 White Onyx base, chrome stationery pick, name plate and pen sheath. Jet Pen, chrome trimmed. Complete $25.00.

Desk Set No. 504/64. A most appropriate set for equipping desks of an office personnel. Useful, conservative. Will harmonize with any desk or table finish. Large, 4 x 6 Black Catalin base. Jet Pen, chrome trimmed. This set is an unusually good buy at $10.00.
SETS APPROPRIATE FOR ALL


Desk Set No. 307/67. An ideal set for an Office Desk permitting writing with two types of points or two colors of ink. 5 x 8 Black Marble base. Gold-filled pen sheaths. Two pens to match the base. Complete $25.00. Also with Belgian Black Marble or White Pedraa Onyx base, each complete $25.00.

Desk Set No. 436/67. A most appropriate set for a large desk or for the directors' table. 7 x 13 Brazilian Green Onyx. Gold-filled perpetual calendar, name plate and sheaths. Two pens to match the base, complete $55. This same set with a White Pedraa or Black Marble base, complete $50.00.
MODERN INTERIORS

Desk Set No. 433/67. A beautiful and most practical set for an office desk or home library table. 7 x 10, selected White Onyx, chrome finished Waltham 8-day clock, name plate and pen sheath, Jet Pen. Complete $50.00.

Desk Set No. 418/67. Every desk needs this set with its convenient and always useful calendar. 5 x 8 White Onyx base. Jet enamel turnover perpetual calendar, chrome name plate and pen sheaths. Jet Pen. Complete $22.00.

Desk Set No. 64/67. A beautiful, conservative set for a business executive’s desk. 7 x 10 Brazilian Green Onyx. Gold filled name plate and pen sheaths. Two pens to match the base. Complete $35. Also with White Pedrera Onyx or Black Marble base. Each complete $30.00.
WATERMAN’S DESK SETS fill a most important role in Offices and Homes in the promotion of efficient writing. Desk Set Pens are Self-Starters—writing instantly upon touching the paper and may be had with a point to precisely suit each writer. Also, desk pens and their trim are designed to match or harmonize with bases. Bases are made of very finest Onyx or Marble, selected especially as to their marking so as to harmonize with ornaments. Waterman’s Gyro-Sheeth has just enough friction to stay where it is placed. Nib is suspended in an air chamber—where it is protected in a moist condition, ready for instant use.

We invite your inquiry for information on other regular styles or specially designed desk sets for use as trophies, prizes, etc.

L. E. WATERMAN COMPANY
Desk Sets, Fountain Pens, Pencils, Inks
191 BROADWAY NEW YORK
BOSTON CHICAGO SAN FRANCISCO MONTREAL
The World's Finest Writing Inks
in the Best Fountain Pen Bottles!

Waterman's Ideal Inks are absolutely the best for your fountain pen and for general use. They are skillfully made from the very finest of raw materials and are uniform in colors and consistency and free from clogging sediment.

Waterman's Blue Black and Waterman's Jet Black Inks are permanent, non-fading record inks. They have no equal for use on bank checks, office records or legal or other documents where it is essential that the writing be preserved in a permanently legible state.

Waterman's Blue Ink writes a bright blue. Because it is easily washed from hands or fabrics with ordinary soap and water, it is the ideal ink for school use. Waterman's Green, Violet and Red Inks are made in beautiful colors for many useful purposes.

Waterman's Inks can be secured in different sized containers which makes it possible for your customer to secure exactly the size and quantity of ink required for his particular use.

Well-Top Brings the Last Drop to the Top!

Waterman's Well-Top Bottle—offering a brand new idea in ink containers—is the most practical bottle for fountain pen filling on the market. No matter how little ink remains in the bottle, it can instantly be transferred to the "well" at the top where it is easy to get at.

Unlike other containers of this character, the "well" occupies the entire inside of the bottle's extra wide and extra deep neck.

It's as simple as ABC. You just turn the bottle upside down as shown below. Ink completely fills the neck. Now flip the bottle back to its regular base. The ink has remained in the well inside neck—within plain sight and easy reach of a fountain pen.

A convenient screw cap seals the bottle. Packed in a square, protective carton.

When you sell a Well-Top bottle of ink you are not only selling your customer a unique convenience in a container of excellent ink—but inasmuch as Well-Top allows him to use the very last drop of ink in the bottle, he also effects a marked economy by securing more "usable" ink.

Well-Top is packed 3 dozen bottles to a carton in the following 6 assortments:

1-3 doz. No. 182 Blue Black—Permanent Record Ink.
2-3 doz. No. 662 Blue—Washable Ink.
3-3 doz. No. 782 Jet Black—Permanent Record Ink.
4-3 doz.—1 doz. each No. 182 Blue Black; No. 662 Blue; No. 782 Jet Black.
5-3 doz.—1 doz. each No. 532 Red; No. 352 Violet; No. 282 Green.
6-3 doz.—Each dozen containing two bottles of each of the above six colors.

(Every dozen bottles packed in an attractive display container for quick sale from your counter)

15c EACH. SHIPPING WEIGHT 3 DOZEN 16½ lbs. GROSS 66 lbs.
The Popular Tip-Fill Ink Container for Individual Desk Use

This Waterman’s 2-ounce container with the Tip-Fill feature is proving extremely popular wherever it is shown. Not only is it a very good looking bottle but its Tip-Fill feature is especially appreciated by writers.

When ink gets low, bottle may be tipped to a new base so as to deepen the ink at that point and thus allow a fountain pen or a dip pen to get the last drop.

An extra wide neck opening provides easy access to the ink by a fountain pen or dip pen—no matter at what angle bottle is placed. A convenient, easy-to-open screw cap seals the container.

This container may be had with any of the six colors of Waterman’s ink listed below by their respective numbers.

2 ounce bottles, 10 cents each list, in all colors. Each bottle packed in a square, protective carton.

10c EACH—PACKED 3 DOZEN BOTTLES TO A CARTON
Special Packing, 1 dozen to a carton, 50c net per gross extra.

<table>
<thead>
<tr>
<th>Color</th>
<th>Bottles to a Carton</th>
<th>Shipping Weight</th>
<th>Shipping Wt. Per Gross</th>
</tr>
</thead>
<tbody>
<tr>
<td>Blue Black</td>
<td>36</td>
<td>16½ lbs.</td>
<td>64 lbs.</td>
</tr>
<tr>
<td>Green</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Violet</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Red</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Blue</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Jet Black</td>
<td>12</td>
<td>6 lbs.</td>
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</tr>
<tr>
<td>No. 172</td>
<td>272</td>
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</tr>
<tr>
<td>372</td>
<td></td>
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<td></td>
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<tr>
<td>572</td>
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<td></td>
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<tr>
<td>672</td>
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</tbody>
</table>
DeLuxe Tip-Fill for High Grade Trade

Waterman's DeLuxe Tip-Fill is a very popular seller with gift shops, stores catering to the college trade and other high grade stores.

The many sharp “facets” of this hexagon shaped container reflect the iridescence of the glass and make it attractive enough to grace the finest office or home desk! The only labelling is on top of the secure, but easy-to-remove screw cap.

Bottle may be tipped on its side for pen to get the very last drop of ink. The extra wide neck provides easy access to the ink by a fountain pen or dip pen.

The No. 174 Tip-Fill Bottle illustrated contains a liberal ¼ pint of Waterman’s Blue Black Permanent ink to be sold for 25 cents. Bottle is packed in a handsome gold, red and blue square carton which, in itself, provides an attractive display.

25c EACH—PACKED 1 DOZEN TO A CARTON—SHIPPING WEIGHT 10 LBS.

Correspondence Inks in Six Beautiful Colors

Waterman’s Correspondence Inks are offered in a wide range of colors to meet the feminine vogue for personal correspondence ink in unusual colors to match or harmonize with tinted writing papers. Correspondence Inks are also widely used in business offices for special charts, graphs, etc.

Quality of this ink is on a par with our well known commercial writing inks—bright in colors and absolutely free from sediment which might clog a fountain pen.

Correspondence Ink is offered in these six unusual colors—Aztec Brown, Tropic Green, South Sea Blue, Patrician Purple, Spanish Tile and Jet Black—15 cents a bottle.

Wide neck. Overhanging cap protects fingers from contact with ink on neck of bottle when it is opened.

15c EACH—PACKED 1 DOZEN TO A CARTON (EITHER ALL OF 1 COLOR OR 2 BOTTLES OF EACH OF THE 6 COLORS)—SHIPPING WEIGHT 6 lbs.

Regular Individual Desk Sizes Containers

In addition to the individual desk size containers with special features described above, the regular 2-ounce containers, packed in a square, protective carton, can be had with any of the colors of Waterman’s Inks listed below.

The regular 4-ounce individual desk size container—No. 104—can be had with only Waterman’s Blue Black.

Two Ounce Bottle, any of these colors, 10 cents each:
No. 102 Blue Black Green
No. 202 No. 302 No. 502 No. 602 No. 702
Blue Black Green Violet Red Blue Jet Black

No. 102, 10c EACH—PACKED 3 DOZ. TO CARTON—SHIPPING WEIGHT 16½ lbs.

No. 104, BLUE BLACK, ONLY, 15c EACH—PACKED 3 DOZEN TO A CARTON—SHIPPING WEIGHT 28 lbs. OR PACKED 1 DOZEN TO A CARTON—SHIPPING WEIGHT 10 lbs.
Commercial Sizes with Pour-Out

Business Offices, Schools, Institutions and other large users of ink will find it decidedly economical and most convenient to buy their Waterman's Ink in large containers and refill small individual bottles as needed.

To avoid the usual messy inconvenience of pouring ink from a large container, all Waterman's Pints, Quarts, Half Gallon and Gallon containers are equipped with a patented "pour-out" device that enables anyone to pour out ink in a thin, easily controlled stream—as shown in sketch to left below.

Pour-out Device is so simple and positive in its operation that even an office boy can quickly and cleanly fill small receptacles as needed.

All colors of Waterman's Inks are also sold in 5, 10 and 50 gallon kegs. Prices on request.

NUMBERS, COLORS AND PRICES OF COMMERCIAL SIZES

<table>
<thead>
<tr>
<th>HALF PINTS</th>
<th>PINTS</th>
<th>QUARTS</th>
<th>HALF GALLONS</th>
<th>GALLONS</th>
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<tr>
<td>Any Color, 45c</td>
<td>Any Color, 75c</td>
<td>Any Color, $1.25</td>
<td>Any Color, $2.25</td>
<td>Any Color, $4.00</td>
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<tr>
<td>No. 108 Blue Black</td>
<td>No. 116 Blue Black</td>
<td>No. 132 Blue Black</td>
<td>No. 164 Blue Black</td>
<td>No. 128 Blue Black</td>
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<td>No. 216 Green</td>
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<td>No. 632 Blue</td>
<td>No. 664 Blue</td>
<td>No. 628 Blue</td>
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</tbody>
</table>

Half Pints, Pints, Quarts, Half Gallons and Gallons are packed in a square, protective carton.

Waterman's Ideal Ink is shipped F. O. B. the following points:

40 School St. 129 South State St. 191 Broadway 140 Thomas St. 609 Market St.