

Form 1, c.



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

# Waterman's Ideal Fountain Pen.

L. E. Waterman Co.,

No. 155 Broadway.

New York, N. Y., *Jan 9* 188*7*

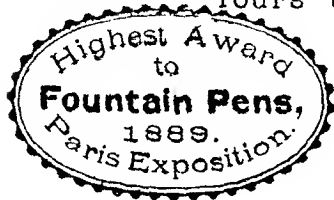


Dear Sir:

We have yours of the *31* inst., and enclosed we hand you a circular containing Price List, ~~and~~ testimonials, etc., and a copy of the Certificate which we give with each Pen.

Believing you will find the Pen satisfactory, and hoping to receive your order, ~~and~~ we remain,

Yours truly,



*L. E. Waterman* Pres.

## 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.

Your "Ideal" is the best fountain pen I ever used.—Mr. Z. A. Smith, *Journal*, Boston, Mass.

They are a boon which stenographers cannot afford to do without.—Mr. A. D. Moraes, Teacher of Short-hand, New Castle, Pa.

I am delighted with my "Ideal" pen.—Mr. S. Ford, Private Secretary to Mr. H. M. Hoxie, 3d Vice-President, Missouri Pacific R. R.

Waterman's "Ideal" Fountain Pen is the only fountain pen that will write short-hand.—Brown & Hulland, *Short-hand News*, Chicago, Ill.

The "Ideal" pen that I carried during my European trip was eminently satisfactory.—Chas. H. Shepard, M.D., Turkish Baths, Brooklyn, N. Y.

Waterman's "Ideal" Fountain Pen is all that any one could desire, and we think cannot be surpassed.—*The Methodist Recorder*, Pittsburgh, Pa.

I congratulate you upon having a first-class article. I could not do without it.—A. Rittenhouse, Prof. Eng. Literature and History, Dickinson College, Carlisle, Pa.

The very best Fountain Pen produced is that manufactured by the Ideal Pen Company, No. 155 Broadway, New York.—*Press and Knickerbocker*, Albany, N. Y.

I consider it the most complete pen I have ever used. Like a thing of beauty it is a joy forever. It is simply perfect.—A. C. Richards, Esq., Attorney, Washington, D. C.

For continuous writing, Waterman's "Ideal" Fountain Pen has no superior.—Mr. W. W. Osgoodhy, Official Stenographer, N. Y. Supreme Court, Rochester, N. Y.

I find the "Ideal" pen invaluable. My expectations were great, but they have been more than realized.—Rev. A. B. Hill, Seabury Divinity School, Fairbault, Minn.

Your "Ideal" pen far surpassed my expectations. It is perfection, and is destined to become the ideal pen of the whole world.—Mr. A. J. F. Beaumaun, Mt. Pleasant, Utah.

I have tried several other different makes of fountain pens, but find this beats them all. I do not know how I could get along without it.—Mr. Henry Joline, Ass't Cash., Long Branch Banking Co., N. J.

I believe that my pen, purchased in New York about a year ago, was the first one used here. I have not ceased to sing its praises nor refrained from spreading a knowledge of its virtues abroad.—Mr. O. S. Long, Clerk, Supreme Court of Appeals, Wheeling W. Va.

The "Ideal" works to my entire satisfaction. Having been in court the last two weeks, and using it constantly both day and night sessions, I know whereof I speak.—Jos. F. Cummings, Official Reporter, Sunbury, Pa.

I have two of your "Ideals" in use, and would as soon think of returning to the old-fashioned candle at night, in place of gas, as to the use of steel pens and the abominable ink-pot.—Jos. C. Gaerusey, M.D. Philadelphia, Pa.

I cheerfully endorse the opinions of thousands of others in relation to the merits of Waterman's "Ideal" Fountain Pen. I carry one in my pocket, and would not be without it for ten times its cost.—Mr. B. T. Babbitt, Soap Manufacturer, New York.

Old heads are wont to advise the young to have an ideal before them. A young head advises old heads, and young ones too, to have *nothing* but an "Ideal" before them. Waterman's "Ideal" is my ideal.—P. Eugene Burton, Book-keeper, with T. S. Root, Orange, N. J.

It surpasses in every respect all other fountain pens I have tried. Thus far it has not failed me in a single instance. It seems to be always ready for duty without further preparation than the removal of the protecting cap.—Col. Henry C. Deming, Official Stenographer, Harrisburg, Pa.

The "Ideal" Fountain Pen is as near perfection as it seems possible to attain. There is no fussing about it, no complex parts to adjust, no inking fingers, no profanity or other unpleasant thing attending its use.—*Daily Advertiser*, Mr. Edward L. Adams, Editor, Elmira, N. Y.

Waterman's "Ideal" Fountain Pen is as nearly perfect as this kind of an instrument can be made. It is always ready to perform its work—in the counting-room, in the quiet of the bed-chamber, at the road-side, and out upon the bosom of the broad prairies.—*Daily Press*, Sioux Falls, Dak.

I have been using your "Ideal" Fountain Pen for general stenographic work for almost a year. I like it more and more all the time. I do not see where or how it could be improved, as it answers every purpose required of any pen.—G. M. Badgley, Official Stenographer, Terre Haute, Ind.

I write almost exclusively with the Waterman "Ideal" pen, and I find them not only better than any other, but I have no fault to find with them. The ink flows freely, and they are so well put together that they do not dirty the fingers.—Mr. Henry Lahauchere, Editor *London Truth*, England.

Waterman's "Ideal" Fountain Pen is the best fountain pen we have ever used, and is more satisfactory than any of the others we have been using for years. It never disappoints you, never soils the fingers, and gives no trouble in handling.—Mr. Morris Phillips, in *Home Journal*, New York.

Waterman's "Ideal" Fountain Pen is the simplest and most sensible of all the pocket pens we ever saw. It is absolutely sure to have a sale as wide as the world, and be used by every man who appreciates modern improvements in getting facts and figures and ideas on paper.—*Michigan Christian Advocate*, Detroit.

I have tried every abomination called a fountain pen, and given them all away, thankful to get rid of them. I was offered one of yours to carry; for the fun of it, I have had it in every spot and place, and it has worked perfectly. I now want my gold pen adjusted to one of your holders, and I don't propose to part with it.—Geo. H. Larned, Sec. and Teacher, N. H. Col. and Com. Inst., New Haven, Ct.

For seven years, as a short-hand reporter, I have sought a fountain pen that would fill the practical requirements of a stenographer. Waterman's "Ideal" is not only the *very best*, but is absolutely the *only* fountain pen I have found to give entire satisfaction. I have less trouble with it than with a lead pencil.—Mr. Gerald B. Owen, Private Secretary to Mr. F. S. Bond, Pres., Ciu., N. O. & Tex. Pac. Railway, New York.

Your "Ideal" Fountain Pen is pretty nearly my ideal also. When I first mastered the worst of the deviltries of the stylographic pen, I thought I was on the high-road to comfort in writing, but I was always liable to make my fingers black and the air blue when I used that machine. Your pen is very perfect; good for the morals. A recording angel could use it, and keep his place through successive administrations.—Mr. W. H. Boardman, *Railroad Gazette*, New York.

In the Waterman's "Ideal" Fountain Pen, stenographers will find an instrument they long have sought, and mourned—many times mourned—because they found it not. We have been skeptical as to the value of fountain pens, (so-called) in short-hand writing, having used about all others advertised, and found them uncertain in flow of ink. But we are now possessed of a fountain pen that is indeed an "Ideal" for stenographic work, never failing in its flow, just suited to our hand, and in all respects a gem of purest ray serene. We cheerfully recommend them to our brethren in the profession.—Mr. W. E. Hickenax, Ed., in *The American Short-hand Writer*, Boston, Mass.

L. E. Waterman Co.,  
No. 155 Broadway,  
New York, N. Y.

*Mr. Geo. C. Stockman*  
*Levinsburg post*  
*Mass*

*Box 639*



1889.  
The Highest Award  
of the  
Paris Exposition  
given to  
Waterman's  
Ideal Fountain Pen.

The Best is Cheapest,

and good enough for anybody.

They are the best goods at fair prices, and guaranteed to be worth the money to you (and you shall be the judge after trial) or the money will be refunded—on return of the goods.

Prices:

- Plain, according to size, from \$2.50 to \$6.00.
- Ordinary Gold Mounting and Chased, \$1.00 extra.
- Solid Sterling Silver Mounting, from \$2.00 to \$5.00 extra.
- Solid Gold Mounting, from \$15.00 to \$25.00 extra.

The best and cheapest for service for \$4.00.  
Send for illustrated circular.

L. E. Waterman Co.,  
No. 155 Broadway,  
New York, N. Y. U. S. A.  
(over)

# Waterman's Ideal Fountain Pen

Has

## The Most Reliable

arrangement for feeding the ink from the reservoir to the pen.

It has the same sure principle of operation (capillary attraction) and simple construction (a split) that have been used by the ordinary dip pen for 5,000 years to carry the ink to the paper.

Like split pens

## It will Last 5,000 Years

and then be, as it now is, the best pen known.

Remember it is a combination of

The **BEST** Material,  
Workmanship and  
Principle of Operation.

**Don't waste your time or shorten your life  
with any other.**

(over)

(Circular No. 57)

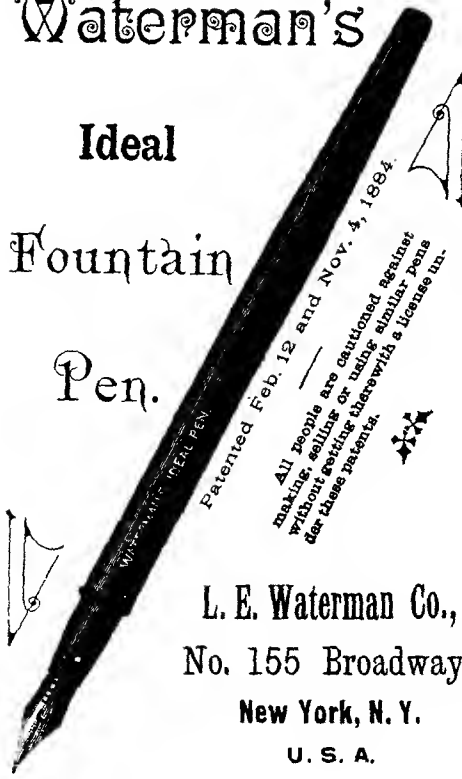
{Copyrighted.}

# Waterman's

## Ideal

## Fountain

## Pen.



WATERMAN'S FOUNTAIN PEN

Patented Feb. 12 and Nov. 4, 1884.

All people are cautioned against making, selling or using similar pens for these patents.



L. E. Waterman Co.,  
No. 155 Broadway,  
New York, N. Y.  
U. S. A.



"It is always ready without pounding and shaking."  
-E. G. Blackford, Fish Commissioner New York.

(These cuts are two-thirds of actual length and size of No. 4 Pen.)



Fig. 1. Pen closed for the pocket.



Fig. 2. Pen ready for writing, with Cap on top.



Fig. 3. The four parts\* of Pen-holder.

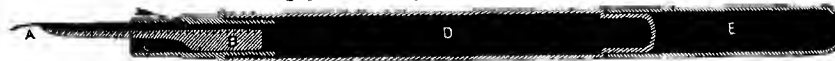


Fig. 4. Sectional view of Pen.

\*A. Gold Pen. B. Feed Bar. C. Point Section (or neck). D. Barrel. E. Cap.

## Waterman's Fountain Pen-Holder

Consists of four (4) pieces of hard rubber, as shown in Fig. 3.

The handle contains the reservoir for the ink, and it is made in two pieces, the point section, *C*, and the barrel, *D*, which have a screw-joint where it can be opened and the reservoir filled without inking the fingers.

The pen, *A*, is held in the point section, *C*, by the third piece, the feed-bar, *B*, which also carries the ink from the reservoir to the pen.

The fourth piece is the cap, *E*, which covers the pen, to protect it from injury and keeps the ink from drying when the pen is not in use. The cap can be put on the top of the holder to make it longer while writing, or left off when a shorter holder is desired.

A split pen is the best instrument for writing that man has found, and ever since the first reed was split he has not been able, with 5,000 or more years of practice, to improve upon the split. The same principle (capillary attraction), by a similar construction (a split) is used in the feed-bar of Waterman's Fountain Pen-holder to conduct the ink from the reservoir in the handle to the nibs of the pen, and it will be a successful instrument as long as split pens continue to write.

The depth of the splits or fissures which run the whole length of the feed is shown by the dotted line in the feed-bar *B*, Fig. 4, and their place below the corners of the groove is shown in Fig. 6.



**Fig. 5. Feed Bar. Fig. 6.**

The supply of ink is regulated automatically by the act of writing, in which the porous paper absorbs and draws the ink through the moving pen and feed from the reservoir; and the air to replace it is forced in by atmospheric pressure between the pen and the feed-bar. The air goes up through the groove on the side next to the pen while the ink passes down in the fissures and next to them in the

bottom of the groove, and each turns out for the other, thus permitting a flow as free and continuous as a running stream while writing, but which stops when the pen is lifted from the paper. No shaking is required, for when the fissures are once thoroughly wet they never become empty or dry until the last drop of ink is drawn from the reservoir.

Records, accounts and letters written with this pen have a uniform color of ink on every page and line, because the ink is fresh and is laid on more evenly than with a dip pen.

It is the simplest, cleanest, readiest and most easily managed of all the fountain pens.

With one filling it writes, according to the size of the holder, from 10 to 25 hours continuously, making from 15,000 to 30,000 words, and covering from 75 to 150 pages of note paper. Any desired kind or color of good fluid ink can be used.

The hard rubber is incorrodihle, and with a gold pen there is nothing that can be affected by the ink, and unless unnecessarily injured they will last a lifetime.

Waterman's Fountain Pen has been on the market since July, 1883, with an increasing sale and popularity. From the first it has been sold with a written guarantee to refund the money if it was not satisfactory. Not one in a hundred has been so returned. We have scores of letters saying: "I would not give up my Waterman pen for five, ten or twenty times its cost." We believe all that have been sold would not be given up for an average of ten times their cost.

If the gold pen points do not suit they will be made to suit by exchange or otherwise. Do not be afraid of trouhling us. You do us a kindness in permitting us to make your pen satisfactory. You cannot be more exacting or particular than we shall be painstaking and patient. We only ask a trial for a holder and a suitable pen point, and are quite satisfied to get it; because experience has shown us that our pen once tried is sure to be kept, used with increasing pleasure, and heartily recommended to others.



5  
(Certificate No. 12.)

## Waterman's Fountain Pen.

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



L. E. Waterman Company,  
155 Broadway, N. Y., July 1st, 1886

This Certifies That

*Mr. Chauncey M. Depew*

is hereby licensed, under Patents Nos. 293,545 and 307,735 to use Waterman's Fountain Pen-Holder, No. 22,757, which is hereby warranted (unconditionally), and guaranteed to give satisfaction on thirty days' trial, or the money (\$5.00) will be refunded.

The pen can be exchanged until the purchaser is suited.

Good only when countersigned by

**L. E. Waterman,**  
Patentee and Mfr.

Countersignature

*L. E. Waterman*

☞ "The Special Medal (of Silver) shall be awarded only for an article of great importance and extraordinary merit."—*Rules of American Institute.* See award of 1885 above.



### Price List.

Pen & Holder		Gold Pen.		Holds ink for Pages.	Holder.	
Nos.	Price.	Nos.	Price.		Price.	Nos.
<b>1</b>	2 50	1	1 00	75	1 75	<b>1</b>
<b>2</b>	3 00	2	1 25	80	2 00	<b>2</b>
<b>3</b>	3 50	3	1 50	90	2 25	<b>3</b>
<b>4</b>	4 00	4	1 75	100	2 50	<b>4</b>
<b>5</b>	5 00	5	2 25	125	2 75	<b>5</b>
<b>6</b>	6 00	6	2 75	150	3 25	<b>6</b>

**Gold Mounted** and Chased Barrels are made for \$1.00 each extra, which includes a silk and plush lined morocco covered case.

**The Styles** of our gold pens are described as follows, to wit:

**No. 1** has long nibs with fine, medium and coarse points.

**Nos. 2 and 3** are made with long nibs having fine, medium and coarse points, and with short nibs having fine, medium, coarse and stub points.

**No. 4** and the larger sizes are made with long, medium and short nibs having fine, medium, coarse and broad or stub points.

The medium and short nibs are preferable. They are made of special patterns which give them a double spring, thus securing a quick action with an elasticity equal or superior to that of the long nibs.

**For Short-hand** writing these short nibs (Nos. 3 to 5), with fine or medium points, are especially adapted and recommended. They were designed by a stenographer of twenty years' experience. In all sizes the short nibs are the most efficient for rapid writing.

**The No. 4 Pen and Holder** is generally considered the most convenient size for the pocket as well as for writing. The gold pens of sizes No. 4 and larger, are made with a greater variety of points and nibs than it is possible to make in the smaller sizes. For these reasons the No. 4 pen and holder has become the most popular and has the largest sale.

In ordering a **gold pen and holder** complete and ready for use, send a sample of writing and a description of the quality of pen desired; that is, whether the pen should be a long, medium or short nib, of coarse, medium or fine point, and of hard, medium or soft flexibility.

In ordering a **holder for a gold pen** send the *gold pen to be used*, because the holder has to be adjusted to nearly every gold pen, and we require these fittings to be done under our supervision.

### Recommendations.

The following named persons are a few of the many who use and recommend it as the best fountain pen:

Rev. Lyman Abbott, D.D., Ed. *Christian Union*, N. Y.  
 E. L. Adams, - Ed. *Daily Advertiser*, Elmira, N. Y.  
 W. L. Alden, - - - U. S. Consul, Rome, Italy.  
 B. T. Babblitt, - - - Soap Manufacturer, New York.  
 Rev. Leonard Woolsey Bacon, D.D., New Haven, Conn.  
 Fordyce Barker, M. D., - - - - - New York.  
 Rev. Thos. K. Beecher, D.D., - - - - - Elmira, N. Y.  
 Edwin F. Benedict, - - - - - Jeweler, 167 Broadway.  
 Engene G. Blackford, - Fish Commissioner, N. Y. State.  
 W. H. Boardman, - - - - - Pres. *Railroad Gazette*, N. Y.  
 Noah Brooks, - - - Ed. *Daily Advertiser*, Newark, N. J.  
 Edward Cary, - - - - - *New York Times*.  
 Chancey M. Depew, - - President N. Y. C. & H. R. R. R.  
 Melville Dewey, - - - State Librarian, Albany, N. Y.  
 Col. E. B. Dickenson, Off. Sten. Nat. Dem. Com., N. Y.  
 Miss Kate Field, - - - - - New York.  
 Robt. A. Grannis, Vice-Pres. Mutual Life Ins. Co., N. Y.  
 Jos. C. Guernsey, M. D., - - - - - Phila., Pa.  
 Jas. Harrison, - - - Supt. Board of Underwriters, N. Y.  
 J. H. Hanlenbeck, - Prop'r. Godey's Lady's Book, Phila.  
 John B. Hegeman, V.-Pres. Metropol'n Life Ins. Co., N. Y.  
 Joseph Howard, Jr., - - - - - New York, N. Y.  
 Henry Labouchere, M. P., - Ed. *Truth*, London, Eng.  
 St. Clair McKelway, - - - Ed. *Brooklyn Eagle*, N. Y.  
 Rev. Heber R. Newton, D.D., - - - - - New York.  
 W. W. Osgoodby, - - - Off. Stenographer, Rochester, N. Y.  
 Rev. Geo. F. Pentecost, D.D., - - - - - Brooklyn, N. Y.  
 M. M. (Brick) Pomeroy, - - Ed. *Advance Thought*, N. Y.  
 D. Pottinger, - - - Supt. I. C. Ry., Moncton, N. B.  
 Prof. John K. Rees, - - - Columbia College, N. Y.  
 Sen. Matias Romero, - - - Mex. Min., Washington, D. C.  
 Hon. Carl Schurz, - - - - - New York.  
 Prof. Nelson Sizer, - - - - - Fowler & Wells Co., N. Y.  
 Rev. Chas. S. Stoddard, D.D., - Ed. *N. Y. Observer*.  
 John D. Stoddard, - - - - - Lecturer, Boston, Mass.  
 J. S. Woodward, Sec. N. Y. State Agric. Soc., Albany, N. Y.



## Waterman's Ideal Fountain Pen

Is a hard rubber fountain holder containing a gold pen of the ordinary shape made by the regular gold pen makers.

### Reasons why it is to be preferred to all others.

- 1st.—It is always ready and writes continuously without shaking.
- 2d.—It writes as freely as a dip pen and feeds the ink more regularly.
- 3d.—Its free flow of ink is secured without risk of overflowing or blotting.
- 4th.—The flow is automatic, responding fully to the act of writing, and the flow ceases when the writing stops.
- 5th.—The principle which regulates the flow of ink is as old as split pens and equally as reliable.
- 6th.—The gold pens, as well as the holders, are the best in quality and workmanship that can be made.
- 7th.—It is made in seven (7) sizes to fit seven (7) regular sizes of gold pens.
- 8th.—It works satisfactorily with all kinds as well as sizes—stub pens included.
- 9th.—You can have your favorite size, point, and flexibility of pen.
- 10th.—Your money will be refunded if you are not satisfied.

We have on file hundreds of letters and notices which endorse the above recommending our pen; and we refer to all of the thousands of people everywhere who are using it.

L. E. Waterman Co.,  
No. 155 Broadway, New York.