










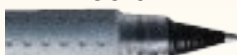

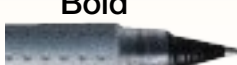
Writing Instrument Guide

Ball Pens Roller Pens Porous Point Pens

| | Ball Pens | Roller Pens | Roller Pens | Porous Point Pens | |
|-------------------|--|--|---|---|--|
| Ink |  <p>Fine Medium Bold</p> <p>Paste ink which is highly viscous</p> <p>Made from dye-based colorants</p> <p>Ink dries virtually immediately</p> |  <p>Standard Roller</p> <p>Micro Fine Medium</p> <p>Water-based ink</p> <p>Colored with either pigment or dye</p> |  <p>Free Ink Roller</p> <p>Micro X-Fine Fine Medium Bold Needle Tip</p> <p>Water-based ink</p> <p>Colored with either pigment or dye</p> |  <p>Gel Roller</p> <p>Micro X-Fine Fine Medium Bold</p> <p>Hybrid of ball pen and roller ink formulations</p> <p>Capacity for huge variety of colors</p> <p>Can be either dye or pigment-based</p> |  <p>Pin Point (Extra fine) Hard Point (Fine) Felt Tip (Medium)</p> <p>Water-based ink similar to a marker</p> |
| Ink System | <p>Point is fed ink directly</p> <p>Exposure to air does not dry out ink</p> | <p>Ink is drawn to the ball by a wick or connector</p> | <p>Ink is visible</p> <p>Wick and feeder system draws ink onto the rotating ball</p> | <p>Ink is fed directly from the tube to the ball</p> | <p>Can either be a cotton/polyester reservoir or a free ink system</p> |
| Advantages | <p>Permanency</p> <p>No Bleeding</p> <p>Less Fading</p> <p>Less Smearing</p> <p>More Control</p> <p>Long write out</p> | <p>Quick writing speed</p> <p>Brighter color</p> <p>Lower friction/ Smoother writing</p> | <p>Quick writing speed</p> <p>Brighter color</p> <p>Lower friction/ Smoother writing</p> <p>Visible ink supply</p> | <p>Quick writing speed</p> <p>Brighter color</p> <p>Lower friction/ Smoother writing</p> | <p>Quick writing speed</p> <p>Bold, vivid color</p> <p>Broader writing</p> <p>Visible ink supply</p> |

Point Size Advantages

- Micro, X-Fine and Needle Tip are for detailed work like accounting, filling out forms, etc.
- Fine is for note-taking and daily correspondence
- Medium and Bold are for those who write a lot, need consistent performance and want smoother writing

| Ball Pens | Roller Ball | Gel |
|--|---|--|
| <p>Fine</p>  <p>.8mm</p> | <p>Micro</p>  <p>.2mm to .5mm</p> | <p>Micro</p>  <p>.38mm</p> |
| <p>Medium</p>  <p>1.0mm to 1.2mm</p> | <p>Fine</p>  <p>.3mm to .6mm</p> | <p>Fine</p>  <p>.6mm to .8mm</p> |
| <p>Bold</p>  <p>1.4mm to 1.6mm</p> | <p>Medium</p>  <p>.5mm to .8mm</p> | <p>Med/Bold</p>  <p>.8mm to 1.0mm</p> |
| | <p>Bold</p>  <p>.8mm to 1.9mm</p> | |