

# STEARNS' PERFUMES ARE THE FINEST.



**CUSTOMER**—"What an exquisite odor, so dainty and sweet, yet so full of fragrance! Is it something new?"

**PROPRIETOR**—"Yes, madam, it is called 'AMORITA,' one of STEARNS' FINE PERFUMES, the choicest line of odors made. You will find them all equally good."

The above illustrates the idea of how our New Test Sample Rack interests customers. Its beauty attracts one to test the odors, and then a sale is easily made. Stearns Perfumes are full of flowery fragrance, yet delicate and lasting. With each order for eight lbs. is sent an Elegant Counter Sample Test Rack, beautifully finished in oil, containing eight half-ounce tall vials, the glass stoppers of which taper to the bottom. The most unique and attractive method for showing perfumes ever devised.

The following is a list of odors furnished:

## SPECIAL ODORS.

WHITE LILAC	MAY BLOSSOM	4 ROSES	EUXENIA	CRAB APPLE BLOSSOM
HELIOTROPE	OLIVE BLOSSOM	ERMINIE	KALANTHE	LILY OF THE VALLEY

## REGULAR ODORS.

WHITE ROSE	YLANG YLANG	WEST END	WOOD VIOLET	JOCKEY CLUB
ROSE GERANIUM	RONDELITIA	TEA ROSE	NEW MOWN HAY	TRUE ENG. VIOLET
CLOVE PINK	UPPER TEN	ESS. BOQUET	OPOPONAX	MUSK
PATCHOULY	TONQUIN MUSK	MOSS ROSE	STEPHANOTIS	WHITE POND LILY
		FRANGIPANNI		

We would suggest in making out an order for 8 lbs., the selection of at least four of our Special Odors. For example say "May Blossom," "4 Roses," "Euxenia," and "Crab Apple Blossom"; then at least two of the recent favorites from amongst Heliotrope, "Ylang Ylang," "Lily of the Valley," and conclude the list with surely the two old standard favorites, "White Rose" and "Jockey Club." Price per lb. cork stoppered flint bottle, \$3.25; regular glass stoppered bottle, \$3.50; per lb. cut glass stopper and label etched on bottle, \$3.75.

NOTE EXCEPTION.—"True English Violet" and "Tonquin Musk," are \$5.00 each per lb.

## PERFUMES BOTTLED FOR RETAILING.

We furnish all our Odors bottled in the following styles.

### IN GLASS STOPPERED BOTTLES.

#### NEW TALL STYLE.

Glass stoppered tall bottles, elongated stoppers, capped with Gold-beater skin, tied with corded silk, beautiful label, full measure, largest appearing package for size.

	1 gross	6 doz.	3 doz.	1 doz.
One half ounce .....	\$21 00	\$12 25	\$ 6 50	\$ 2 25
One ounce .....	45 00	23 00	11 75	4 00
Two ounce .....	77 00	38 50	20 00	7 00

#### ROUND BOTTLES, LUBIN'S AND ATKINSON'S STYLE.

Round glass stoppered bottles, kid-capped, and handsomely ribbomed

	1 gross	6 doz.	3 doz.	1 doz.
One ounce .....	\$45 00	\$23 00	\$11 75	\$4 00

### IN CORK STOPPERED BOTTLES.

Cork stoppered, handsome bottles, lithographic labels capped with kid.

#### ROUND BOTTLES, FULL MEASURE.

	1 gross	6 doz.	3 doz.	1 doz.
One-half ounce .....	\$22 00	\$11 50	\$ 5 90	\$ 2 00
One ounce .....	42 00	21 50	11 00	3 75
Two ounce .....	72 00	37 00	19 00	6 50

#### SQUARE BOTTLES, ROUNDED CORNERS, SHORT MEASURE.

	1 gross	6 doz.	3 doz.	1 doz.
One-half ounce .....	\$18 00	\$10 00	\$ 5 15	\$1 75
One ounce .....	36 00	19 00	10 00	3 50
Two ounce .....	65 00	33 00	17 00	6 00

We guarantee all of our bottled goods to be of the same quality as those furnished in bulk.

## SACHET POWDERS IN BULK AND FANCY PACKAGES.

# FREDERICK STEARNS & CO.,

PERFUMERS,

DETROIT, MICH.

WINDSOR, ONT.

NEW YORK CITY.