

# 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	\$24 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 ribboned.

	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, BOUNDED 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.