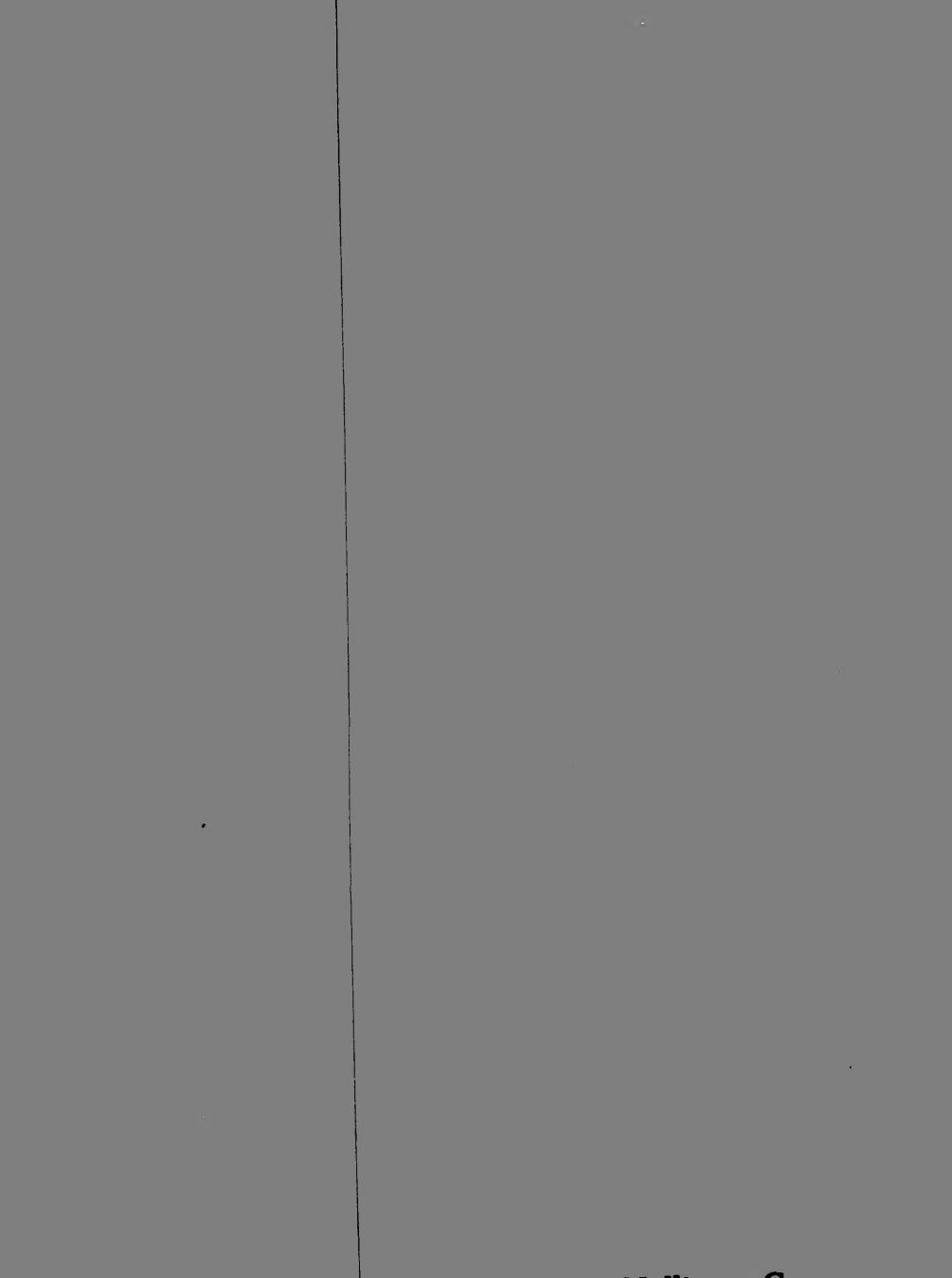


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—AND—
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A BOOK ON
Pearls, Slugs and Mussel Shells

PRICE \$1.00

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W. H. MINER

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MUNCIE PEARL NOVELTY CO.
MUNCIE, IND.



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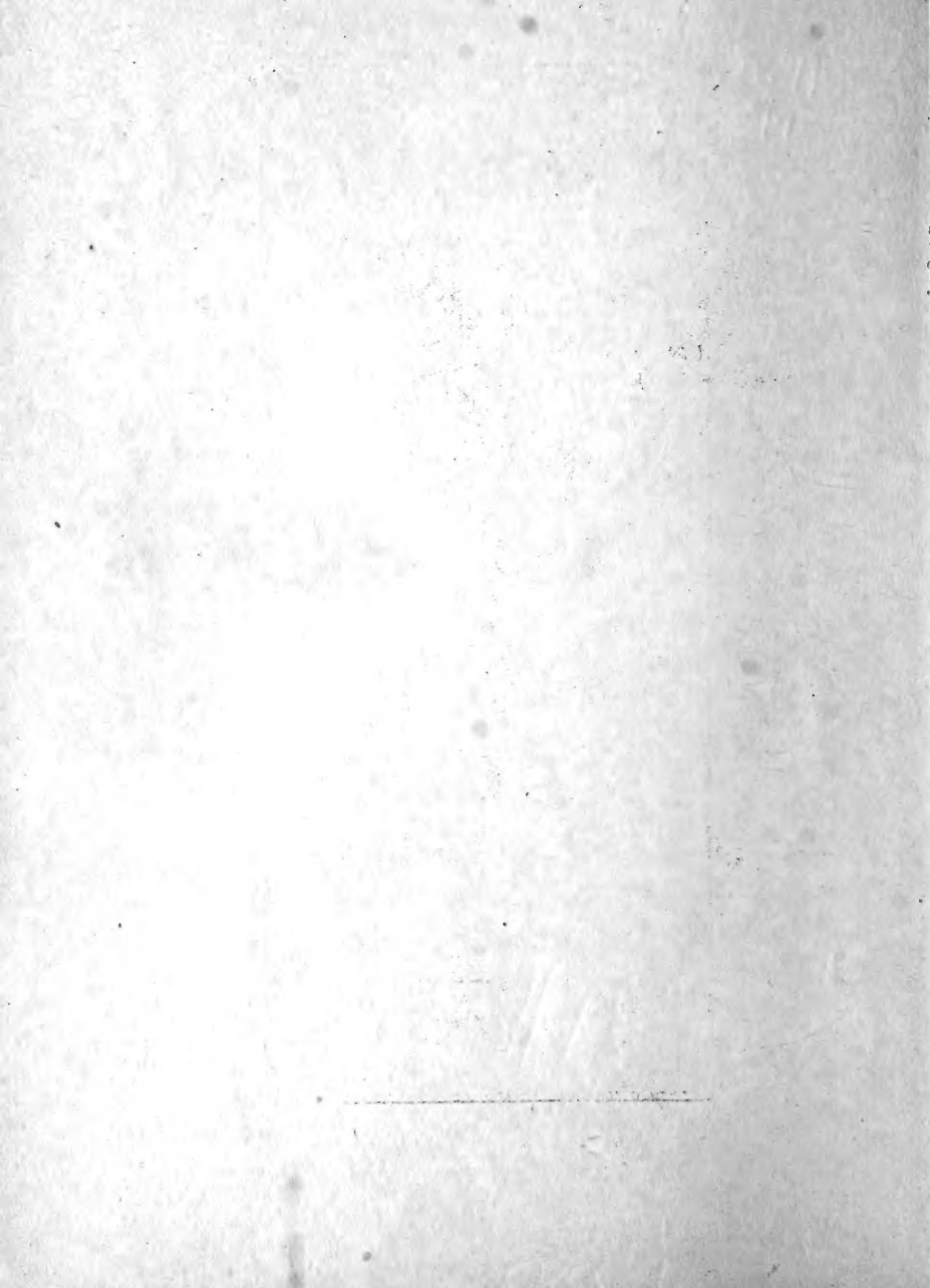


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W. H. MINER



INTRODUCTION

Those who have handled pearls, slugs and mussel shells, well know how hard it is to write upon the subject of them, so as to assist the beginner in forming some idea as to the value of his pearls, slugs and shells and to know the different grades he has. But in this book not only the beginner, but the old clammer will find things of interest. I have tried to make everything so plain by words and cuts that a person that never saw a pearl, slug or mussel shell can, by the use of this book, be able to tell the different grades of them.

You will find in this book illustrations of pearls, slugs, shells and cuts, of the articles used in gathering the shells both for the market and for the pearls and slugs.

I hope that this book will be the means of helping, not only the new clammer, but will help the old clammer to get the very best prices for his pearls, slugs and shells. Sheller's Friend,

W. H. MINER, Author.

WHY THIS BOOK WAS WRITTEN.

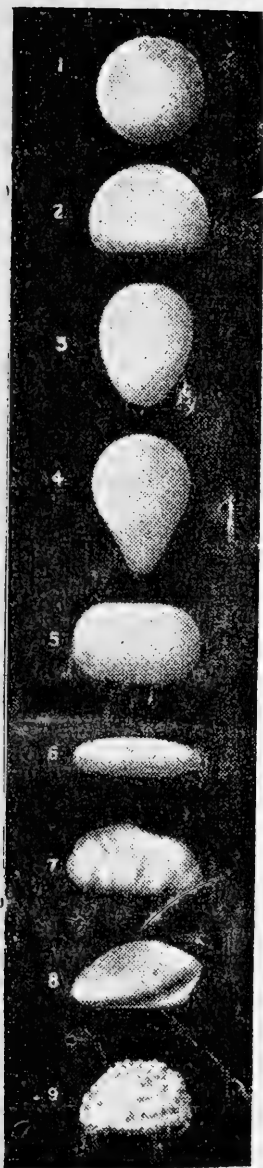
The author of this book has been in the shell business for over ten years, and has not only bought pearls, slugs and shells, but has gone out on the river and gathered the shells, having had experience in the shell business from gathering the shells to making them into buttons and pearl novelties. The writer has seen ton after ton of shells along the banks of the small rivers where they had been gathered for the pearls and thrown down on the bank or back in the water. The parties gathering those shells did not know their value.

In 1912 I hired two men and made three boats at Albany, Indiana, on the Mississinewa River, and we picked up 32 tons of good shells between Albany and Upland, shipping them to our plant where they were made into button blanks. These shells cut from 15 to 21 pounds of blanks per 100 pounds of shells. The shells were gathered by parties hunting pearls and thrown down on the bank and left, the parties not knowing their value. There are thousands of tons of shells gathered every year for the pearls and the shells thrown away.

Now, I wish every pearler to learn the value of the shells, for if the shells are left to go to waste as they have been in the past years, the shell beds will soon be exhausted and one of our greatest industries will be a thing of the past. Let every one save and learn the value of the shell.

ORIGIN OF THE PEARL.

• Very little is known to science of the causes which produce the pearl. Why one is round, another half



No. 1 Round Pearl.

No. 2. Button Pearl.

No. 3. Egg Shaped Pearl.

No. 4. Pear Shaped Pearl.

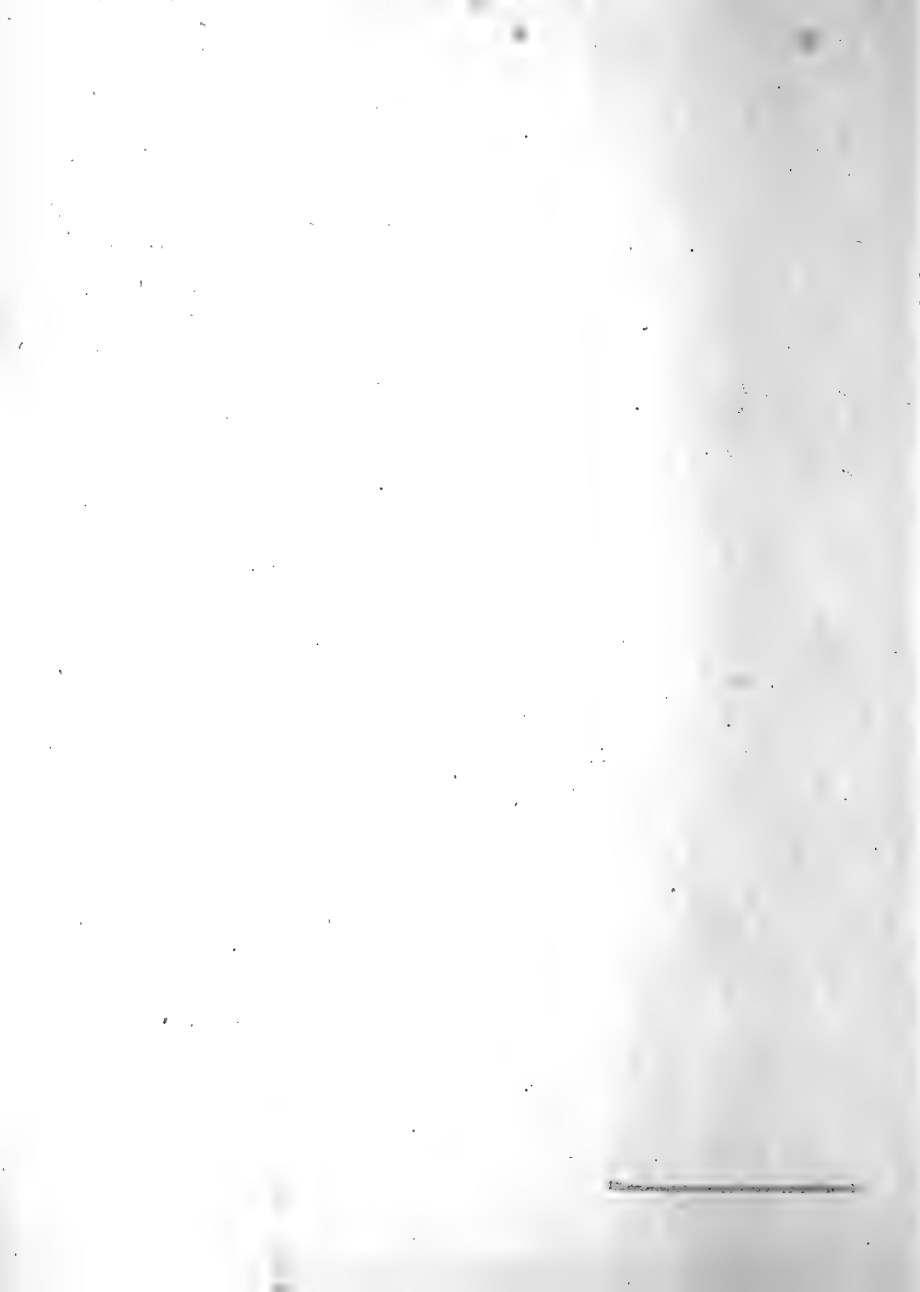
No. 5. Oblong or Causule
Shaped Pearl.

No. 6. Flat Button Pearl.

No. 7. Baroque.

No. 8. Turtle Back.

No. 9. Rosebud.



round. Why one is white, another pinkish and another black. But several parties are, and have been, experimenting with shells and pearls for years to find a way to raise pearls and shells.

The government has a shell hatchery at Fairport, Iowa, where the work is carried on a large scale and the government has spent thousands of dollars locating shell beds and finding out the habits of the shells.

The Japanese have a way of fixing the shells so as to produce a pearl, and I think I have a better way than the Japanese have. In another part of this book you will find full instructions and a cut showing the shells being fixed and the articles that are used in fixing the shells.

ALMOST EVERY SHAPE FOUND.

There are almost every shape found, but pearls are termed as a symmetrical, and smooth, irregular and rough prices of pearly formation which, on account of their shape, cannot be classed as Baraques and Slugs. Some of the terms used are Baraques, Turtleback, Burr Pearls, Nuggets, Points, Wings, Chunks and Cat Teeth. (See illustration for different shapes.)

KIND OF PEARLS.

There are two classes of pearls in general: The "Oriental" or salt water pearl, and those found in fresh waters, called "fresh water pearls," or sometimes called "Sweet Water Pearls." Fresh water pearls found in this country are called "American" Pearls.

WHERE PEARLS AND SLUGS ARE FOUND.

American pearls are found in mussel shells or clam shells which are found in almost every river, lake and

small stream in the United States. It is not the size of the stream, as some of the very finest pearls and shells have been found in the small streams known as creeks. In some places there are plenty of shells and few pearls or slugs are found while in other places there are not many shells and several pearls and slugs are found.

THE SIZE OF PEARLS.

The size may be from a small pearl, not as large as a pin head, or it may be a hundred grains or larger.

DIFFERENT SHAPED PEARLS.

The most desirable shapes are the Round or Ball; the Button or Half Round; the Pear or Drop Shape; the Electical or Capsule. These shapes are used for the high class jewelry and bring the best prices, if they are of good grade and color.

DIFFERENT COLORS.

American pearls come in a great variety of colors and any good, bright color is salable. It must not be faded, lustreless, glassy, bony or dead white. To bring the high price it does not have to be any certain color, but the person wishing to buy may be attracted to some color and be willing to pay a good price for that color

QUALITY.

A pearl, to have value, must have a pearly lustre, and to bring the best price must be free from all defects; the skin must be perfect and have no pimples, dots, grooves, ridges, dead bands, or zones, hairlines, clouds or cracks. However, all will sell and are worth something even if they do have defects. There are very few pearls that are perfect.

Pearls, Baroques and Slugs Bought, Sold and Exchanged,
Loose or Mounted, and Repairing Pearl Jewelry a Specialty

LA VERNE MAPES

INDIANA HARBOR, INDIANA.

ODD SHAPES.

There are almost every shape found. Shapes like a foot, head, hand, leaf, heart, berry and bird, but it makes no difference as to the different shapes or how fine the quality or what the color may be, they are not valuable like a pearl as they come in a different class and are priced entirely different.

SMALL PEARLS.

Fresh water pearls weighing less than two grains do not sell readily, even if quite good, being too small and plentiful, but the very small white slugs are in as good demand and will bring as much as the large ones. Every pearler and sheller should look close and find the small slugs as they soon count up into money if saved.

PRICES GENERALLY PAID FOR PEARLS AND SLUGS.

It is very hard to tell prices on pearls and slugs as the buyer sees and takes a fancy to a certain pearl the shape or the color may be just what he wishes, or he was a buyer for just a certain color or shape, therefore will offer much more for that kind of a pearl. But to tell the value of a pearl or slug the buyer must first

see it. We give a list of some of the leading buyers and I would suggest that you write to the parties that have advertisements in this book and tell them what you have. They will treat you right. Always mention this book when writing.

The prices given below is to assist you in forming some idea as to the value of your pearls and slugs and are prices generally paid by most buyers.

(See illustrations of pearls and slugs for shapes.)

ROUND PEARLS—This is the best shape and bring from 25c to \$50.00 per grain, depending on size, shape, color and quality.

BUTTON-SHAPED PEARLS—This shape is next to the round pearl and bring from 25c to \$40.00 per grain, depending on size, shape, color and quality.

OVAL EGGS and ELIPTICAL SHAPED PEARLS—This class of pearls bring from 5c to \$25 per grain, depending on size, shape, color and quality.

BANDED PEARLS—Those having dead, lustreless bands around them, bring from 5c to 75c per grain, depending on the size, shape, color and quality.

If You Have Any Pearls or Slugs, Remember, I Pay Highest Market Prices. Write or Send to

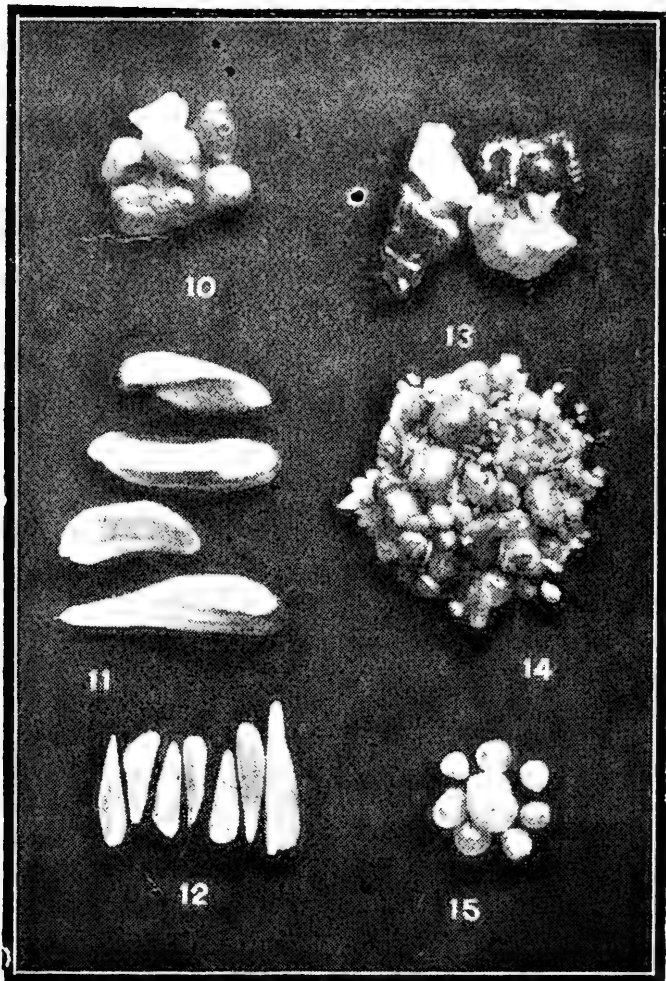
FRANK KOECKERITZ
PEARL BUYER

SUMMER HEADQUARTERS:

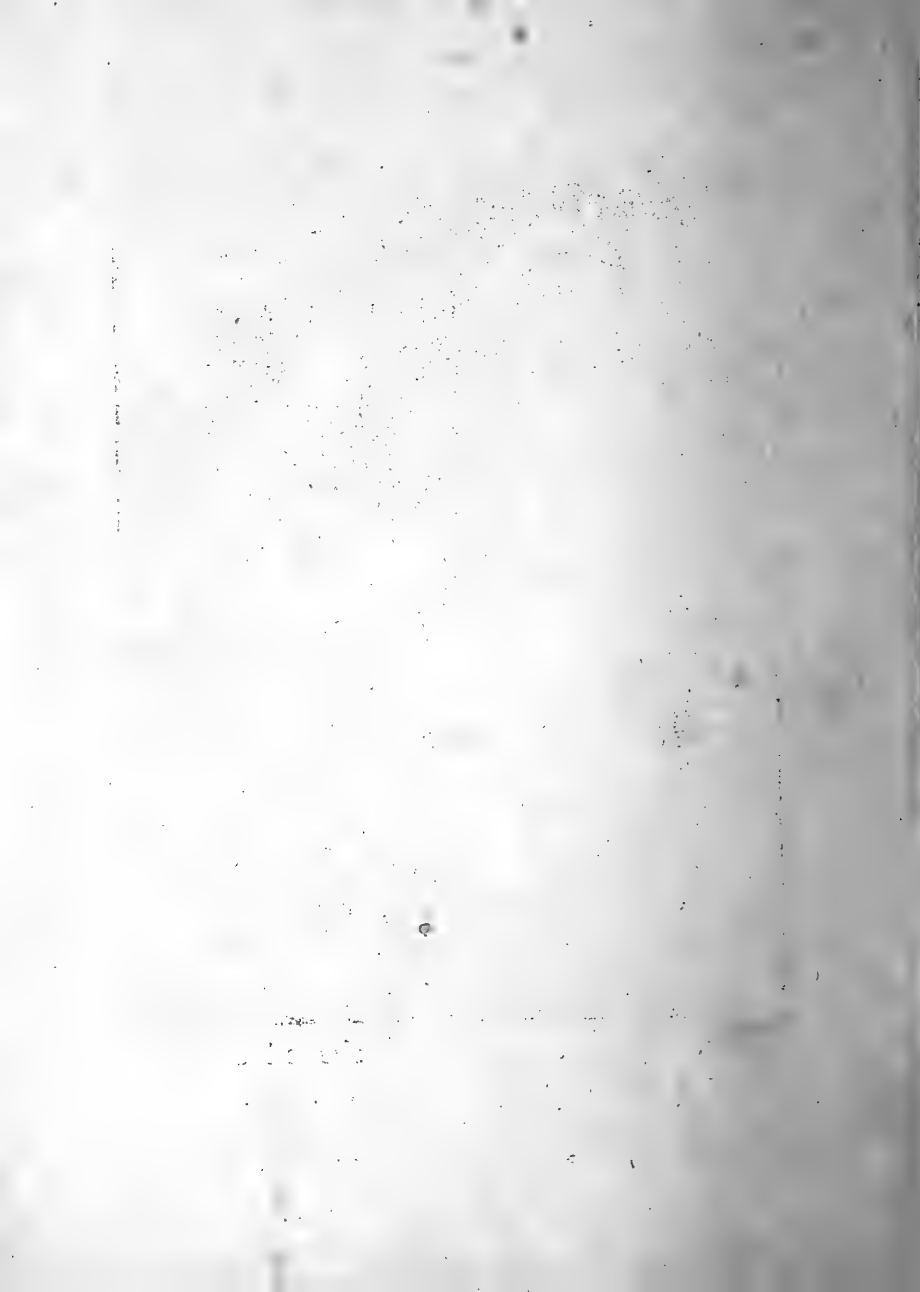
Vincennes, Ind., Kaiserhoff Hotel, or P. O. Box 244.

HOME ADDRESS:

3750 Castelle Avenue, Chicago, Illinois.



This cut shows the different shaped slugs. These names are what they are known as: No. 10 Chunks, borques; No. 11. Wings, large; No. 12. Point or Wings, medium; No. 13. Rough Chunks, large slugs; No. 14. Assortment of Slugs, Chicken Feed; No. 15 Baroques, Misshapen Pearls.



Pearls, Baroques and Slugs Bought, Sold and Exchanged,
Loose or Mounted, and Repairing Pearl Jewelry a Specialty

LA VERNE MAPES

INDIANA HARBOR, INDIANA.

The large size banded pearls bring more, as sometimes they can be pealed and made into a nice pearl.

BISCUIT SHAPED—This pearl is a flat pearl, sometimes called a flat button pearl. They bring from 5c to \$5.00 per grain, depending on size, shape, color and quality.

TURTLE BACK—This shaped pearl brings from 5c to \$2.00 per grain, depending on size, shape, color and quality.

BAROQUES—Smooth baroques and miscellaneous shapes bring from 10c to \$5.00 per grain, depending on the size, shape, color and quality.

ROSEBUDS—This shape brings from 5c to \$2.00 per grain, depending on size, shape, color and quality.

SLUGS.

Slugs come under three classes and are sold by the ounces. They are called "River Run," "Selected" or "Chicken Feed." So many pearlors and shellers do not save the small slugs or don't look for them. This is a mistake, as this class of slugs bring as high a price as the large slugs and if saved they soon run into money.

(See illustration for the different shapes.)

Pearls, Baroques and Slugs Bought, Sold and Exchanged,
Loose or Mounted, and Repairing Pearl Jewelry a Specialty

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INDIANA HARBOR, INDIANA.

"RIVER RUN."—This class of slugs are the slugs just as they are found and they are all put together and sold as river run slugs. This class of slugs bring from \$1.00 to \$7.00 per ounce, depending on the size, shape, color and quality.

SELECTED SLUGS—A great many pearl-ers and shellers sort out these slugs; that is they take out the rough pieces and those of cheaper grade and sell them as selected slugs, and sold in this way, they bring from \$3.00 to \$30.00 per ounce, depending on size, shape, color and quality.

"CHICKEN FEED"—This class of slugs are the very small slugs and if they are of a good color and quality they bring from \$1.00 to \$20.00 per ounce, depending on the size, shape, color and quality.

The most desirable color for slugs is a fine pearly white. The colored slugs are used in making pearl novelties.

NO COMMERCIAL VALUE ON PEARLS.

While there is no commercial value on pearls and slugs, there are large sums spent every year for them, and they are worn by the very best class of people. A good grade pearl or slug will bring a good price and

there are thousands of people that do nothing else but buy pearls and slugs during the shelling season. Write the advertisers in this book and tell them what you have. They will give you the best prices for your pearls and slugs.

IMPROVING PEARLS.

Some pearls may be peeled or the top layers taken off so as to take a flaw or crack from the pearl, but this is a very risky thing to do and without a great deal of experience one may not be sure it is the right thing to do and one may damage the pearl so it would be worthless. It is the natural lustre or sheen that is wanted and when it has a good lustre it will bring a good price.

If you have a pearl that you think could be improved by peeling and you have not had any experience in peeling pearls I would send it to some one that makes a specialty of peeling pearls.

Improving pearls is a very delicate and uncertain operation, and in a great many cases, instead of improving the pearl it makes them worse. If nature has not finished her work right it is doubtful if you can.

WONDERFUL SHAPES.

When you find a piece shaped like a hand, foot, bird, head or duck, as these shapes are common, being

SEND YOUR PEARLS AND SLUGS TO

W. S. MILLER

Pearl Dealer and Manufacturing Jeweler.

CLINTON, IOWA.

DAVENPORT PEARL BUTTON CO.

MANUFACTURES

DAVENPORT, IOWA

formed in the hinge area of the shell. They are not worth any more than the regular run of slugs.

The greatest novelty, the most wonderful thing in the pearl line is a round pearl. How the mussel ever makes it round is one of the unexplained wonders of nature.

OYSTER PEARLS.

Oyster pearls are of no value that you find in the oysters we eat. The newspaper stories you see about them are very misleading and untrue.

DOES IT HURT THE PEARL TO BE HEATED?

Where parties are gathering the shells for the market and get large quantities of them they cook the shells in a large cooker made for that purpose and in cooking the shells the pearls become heated at the same time as the shells boil in the cooker for from 15 to 25 minutes.

There is an opinion among some pearl buyers that cooking injures the pearls. However, like a great many other things connected with the business it is not proven that cooking will cause a pearl to crack or that the ones not cooked will not crack. It seems to depend more on the quality of the pearls found in different localities than on the cooking. I would advise that when you find a shell that causes you to think that it contains

**The Best and Only Exclu-
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American Pearls**

BUNDE & UPMAYER
AMERICAN PEARLS

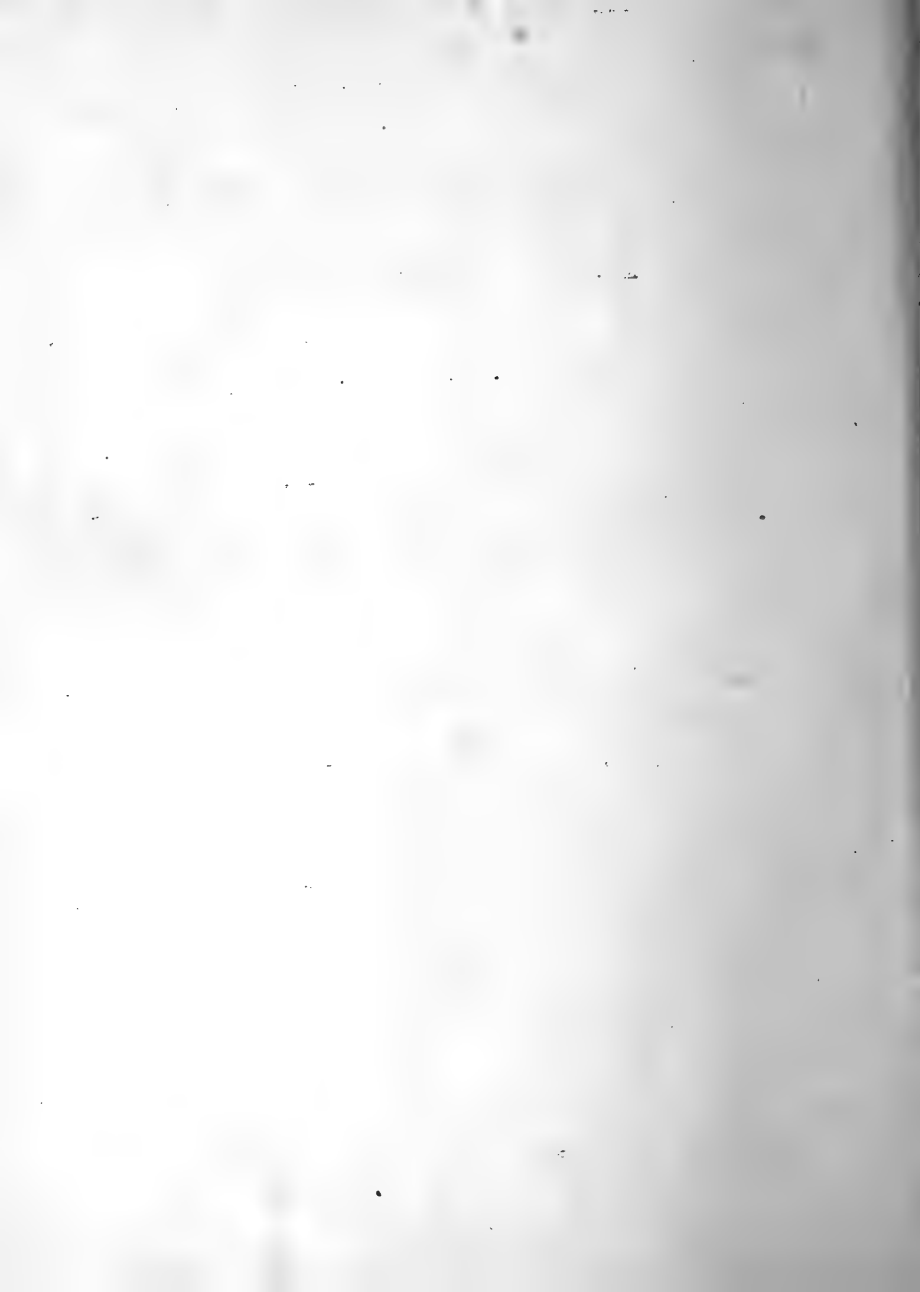
65 Nassau St.

New York, N. Y.

F. H. OSTERWALD, Manager.

Send us your pearls and receive immediate reply.

WE PAY CASH.



Pearls, Baroques and Slugs Bought, Sold and Exchanged,
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LA VERNE MAPES

INDIANA HARBOR, INDIANA.

a pearl I would open it with a knife and examine the meat or mussel closely.

NOTE—Old clammers say that they can tell a shell that contains a pearl as soon as they see it, by the appearance and shape of the shell. But lots of pearls are lost by the parties not looking close enough or by parties wading in the water and opening the shells while in the water. Lots of pearls are just laying next to the shell and as soon as the shell is broken open the pearl drops out. I would advise the pearler to gather the shells and take them to the bank before opening the shells. I wish to state that I have seen hundreds of dollars worth of pearls and slugs, some that had been cooked and those that had not and I wish to say that if the pearls have not been left in the bottom of the cooker they are just as good as the ones not cooked. I have also seen several pearls after they had been left in the bottom of the cooker and boiled over and over again until they were worthless. Always look close in the bottom of the cooker after each cookerful has been taken out.

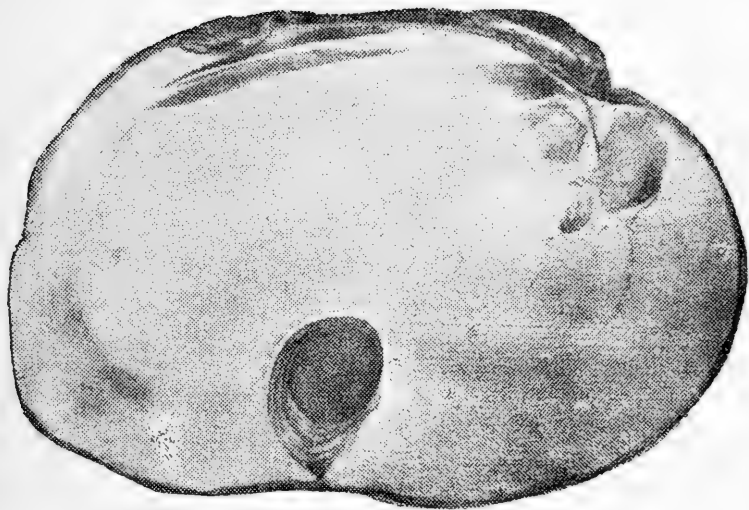
SHELLS WITH PROJECTIONS.

Sometimes the pearl breaks through the mantel in which it is formed and becomes attached to the shell,

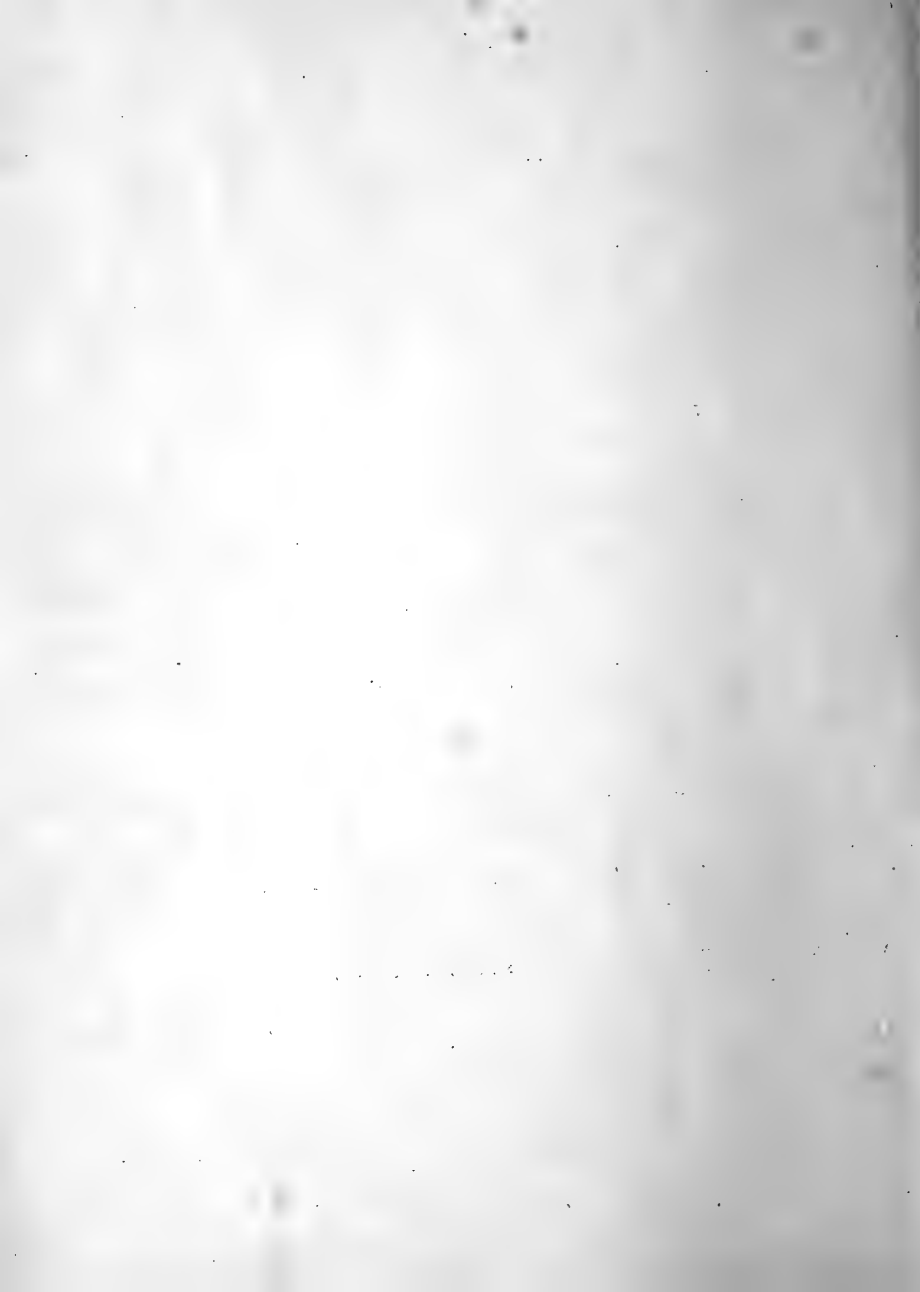
LANSING BUTTON CO., LANSING IOWA

Buyer fresh water clams. Send us sample of average run of shells by parcels post or express, charges paid. State town where the shells can be loaded and we will quote you a price, loaded on cars.

and in a great many cases even coats over with the shell material don't throw away any shell that has a smooth projection on the inside of the shell, as it may be a pearl and can be removed and the shell material peeled off and make a fine round or button pearl. I have seen some very fine pearls that were removed from the shell, the place on the shell looking just like a blister on the shell. On another page of this book you will see a cut of a shell showing where a fine button pearl was found. This looked just like a blister on the shell and when the top layer was taken off and the pearl removed and peeled it made a fine 23-grain button pearl. The shell was found in the Kaskaskia or Okow River, near Bruce, Ill., in August, 1913. This river is very small and parties wade in and gather the shells for the pearls. There are some very good shells between Cooks Mills and Shelbyville and on down the river at Vandalia and Keysport. They carry on the shelling on a larger scale, gathering the shells both for the pearls and for the market. There has been some very nice pearls found near Vandalia and Keysport, Illinois.



This shell was found in the Okow or Kaskaskia River, north of Bruce, Illinois, in 1912, and the pearl weighed 17 grains and it had a nice color.



MUSSEL SHELLS AND WHAT THEY ARE USED FOR.

Mussel or clam shells are found in almost every river, lake and small stream in the United States, and the shells are used in making pearl buttons, pearl novelties and chicken grit. There are now over two hundred factories using shells in the manufacturing of pearl buttons or novelties.

GRADE OF SHELLS.

There are so many grades of shells that I give on another page a list of different shells and what they are used for, but a shell to bring a good price, should be a clear white (not chalky) color and be at least four lines thick at the thinnest point on the blank. A line on a button gauge is 1-40 of an inch. A shell that is 4 lines thick is 1-10 of an inch thick.

WHY THEY MUST BE FOUR LINES OR MORE.

Now, in cutting the shells into button blanks the cutter gets paid only for all blanks that are so many lines thick, that is, a cutter cutting the 14, 16 and 18-line blanks must cut nothing under 3 lines thick, while the 20, 22 and 24-line buttons must be 4 lines thick, and the 30 and 36 must be 6 lines or more. Now, the very thin shells or tips of the large shells are made into what is known to the cutter as tips, and these tips must

Pearls, Baroques and Slugs Bought, Sold and Exchanged,
Pearls, Baroques and Slugs Bought, Sold and Exchanged,

LA VERNE MAPES

INDIANA HARBOR, INDIANA.

be from one line up. So, you see, most all the shell is cut into blanks of some kind. If the shells are not too thin and brittle they will bring a good price. If you will send a sample of your shells to us or to any of the compaines whose advertisement appears in this book, they will tell you what grade you have. Always send all shell charges fully paid and write your name on the outside of the package so they can tell where it is from.

GATHERING THE SHELLS.

The methods employed in gathering shells out of the water in which they are found varies, and it depends on the nature of the beds and the depth of the water, but the most successful way to gather them where the water is very deep is to use the "Crow Feet" or drag. We show a cut of the hook, also the hooks and bar and tell you how to make the complete outfit, on another page. We also show you a cut of the dip-net and tell you how to make this useful article, as so many people prefer the dip-net to the "crow feet." It is not an uncommon thing to see as high as 100 men and women

Representatives:

Nathan Hubbard.

U. G. Whitehouse.

Joe Reeder.

J. B. Prewitt.

Geo. W. Nelson.

Lewis Sirkle.

Jno. Puckett.

Boats:

Margie M.

Helen Dean.

Red.

Peter.

Jo. Reeder.

Dixie B.

BUYER

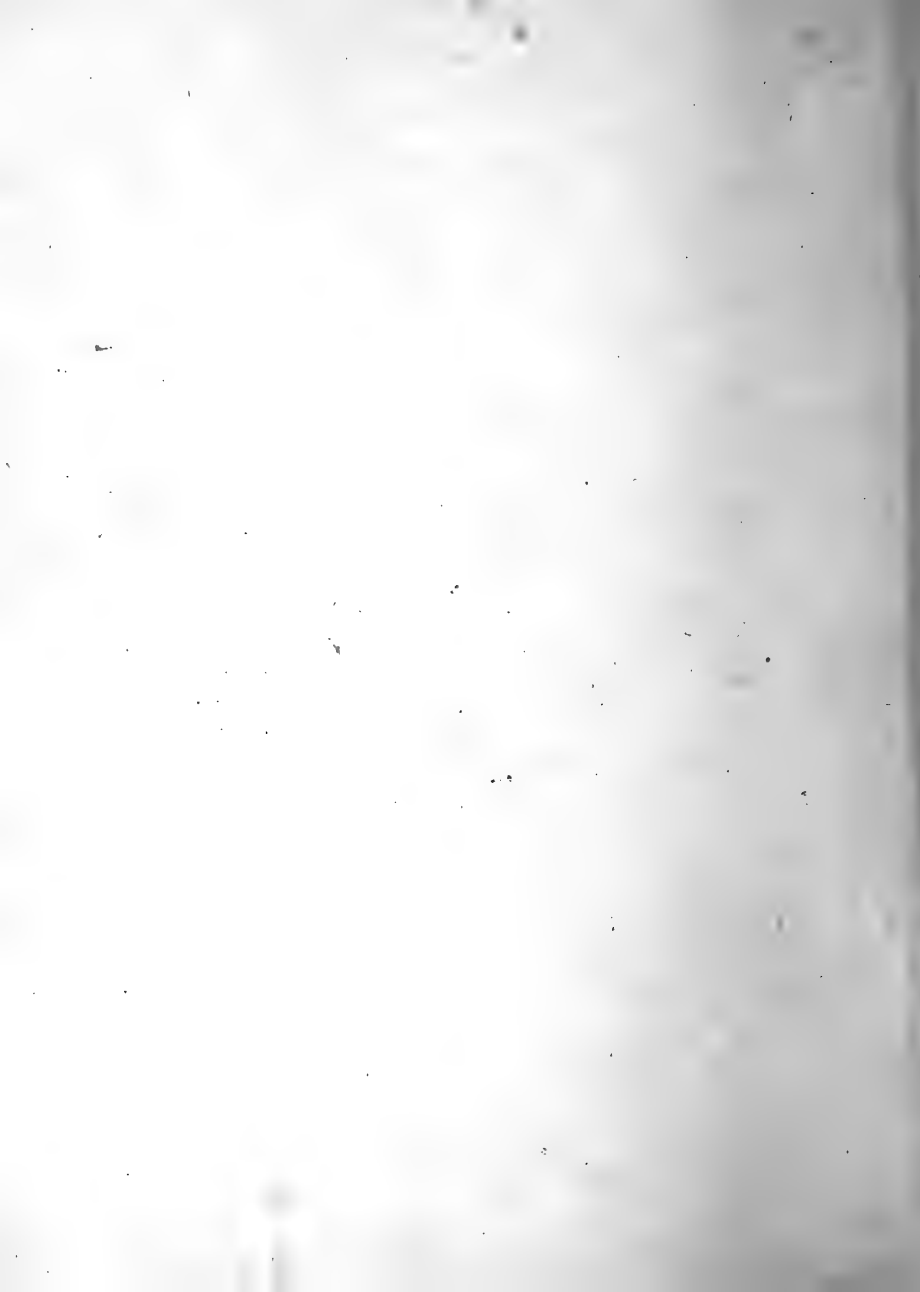
W. H. Soaper

SHELLS AND PEARLS

Largest Producer of Raw Material in the World.

Henderson, Ky.

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wading in the small streams gathering the shells in baskets or bags and taking them to the bank to open them, looking for the pearls. The persons gathering the shells will know best what kind of an outfit will most suit him. We show all the different outfits and will show you how to make them, in this book.

HOW TO MAKE THE "CROW FEET."

Take common galvanized telephone wire and cut it in pieces 11 inches long. Now take a flat piece of iron and bore four holes in it, so you can put the four ends in them. Now take two pieces of the wire and bend them so as to be the same length and put the four ends in the holes and twist the wire until within about 1 inch from the end. The projecting ends are then bent up and make into hooks. After making the hooks they are then tied to stagen 3 or 4 on each piece (see illustration of the bar and hooks). The stagen should be 8 or 10 inches long. These stagens and hooks are then tied on a gas pipe or pole, about 6 inches apart (the length of the pipe depends on the size of the stream or river. The sizes that are used on the Ohio and Mississippi Rivers are from 12 to 18 feet long.) After you have tied on all the hooks, take a 3-4 or 1-inch rope and tie it in the middle of the bar and tie the other end to the boat. (If a mule is to be used, see directions for working the mule.)

HOW TO USE THE BAR AND HOOKS.

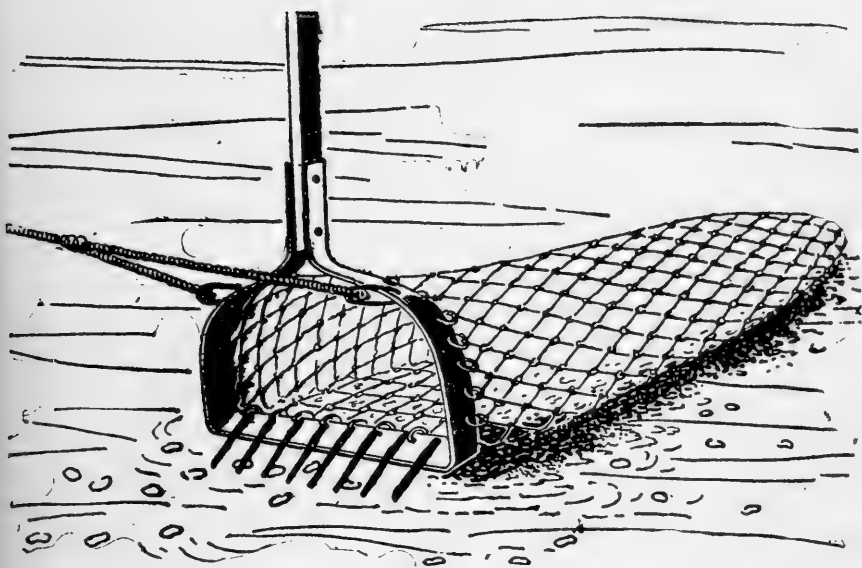
Now take your boat to where you think the shells are and drop over the bar and hooks and let your boat float down stream dragging the bar on the bottom of the river bed (the boat will not float down unless the current is very swift and a mule is used to pull the boat with. After dragging the bar for some distance, pull it up and if there are any shells at that place you will have them hanging to the hooks. I have seen as high as 200 shells on a bar at one time. You go over the bed again as often as you like.

HOW TO MAKE THE MULE.

Take strips of lumber 1x2 and make a frame 2 feet wide by 5 feet long and cover it with canvas and tie a rope to each end of the frame so you can guide it. Now, when you drop over the bar and hooks, just put your mule in the water at the head of your boat and you will float down stream without any effort on your part. But be sure and take the mule out if your boat gets caught on a snag; if you don't it will pull the boat under. Always lift the mule out of the water before taking the bar and hooks out. Most all shellsers have two bars and hooks so as to be dragging while taking the shells off the other bar.

HOW TO MAKE THE DIP-NET.

Take a piece of flat iron and have it bent somewhat triangular in form with the bottom straight and the



Dip Net.

By this cut you can see how the Dip Net is made and any person can make one in a little while, or it will not cost but a little to have a blacksmith to make you one.

sides coming up to the pole or handle. The net should be from 20 to 40 inches across the bottom and have coarse teeth along its edge, which is bent downward. A net of two-inch mesh, made of small chains or No. 96 trot line with a capacity of a bushel or more is fastened to the hoop by means of chain links and this trails behind. A short rope or bridle is attached to the curved sides of the hoop which leads to a single rope, which is tied to the boat.

This way of gathering the shells is a good one when the water is free from snags and the water is not too deep. It is not known who invented this valuable apparatus, but the idea must have been taken from the fish dip-net which it resembles. Any one can, by following the above instructions and by looking at the cut of the dip-net, make one in a little while, or you can take this book to any blacksmith and show him the cut and directions; he can make you one, it should not cost much.

SHELLS GATHERED FOR THE MARKET.

Where shells are gathered for the market and the business is carried on on a large way, the shells are opened by heating them. This is done by placing in the cooker about two inches of water and then filling the cooker up with shells and then cover it over with old carpet or gunny sacks and build a fire under it and let it come to a boiling point and keep it that way for

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about 20 minutes, or until the mussel meats become loosened from the shell and will come out easily. The shells and meat are then all thrown out on a table where the man or woman takes out the meats and looks for the pearls and slugs, throwing the good shells in a pile and the colored or bad shells away. The meats are left on the table and can be gone over again, so as to find any pearls or slugs that have been overlooked and feel of each mussel so as to find any pearl or slug that might be imbedded in the mussel and not visible.

WHAT TO DO WITH THE MEATS OR MUSSELS.

Now, the laws of some states are very strict as to leaving any of the meats or mussel along the banks where they will become offensive and dangerous to the health of the community. In some places the fishermen use them for bait; in other places the farmers come and get them for their hogs or chickens. If they are

not used in any way they should be buried by the sheller and then there can be no complaint.

NAME OF SHELLS.

There are something like 600 names of shells and shellers are always finding new names for their shells, that I am only giving a list of a few of the most common of the shells that are found in most all the rivers: Niggerhead, Mucket, Yellow Sand, Black Sand, Maple Leaf, Pig Toe, Monkeyface, Washboard, Blue Point, Three Ridge, Fluted Shell, Rock Shell, Bullhead, Elephant Ear, Lady Finger, Squaw Foot, Deer Toe, White Heel Splitter, Buckhorn, Pistol Grip, Pocketbook, Butterfly, Papershell, Razor-back, Pimple Backs, Warty Backs, Buzzard Wings.

GRADES, AND WHAT THEY ARE USED FOR.

NIGGERHEAD—On account of its good size, firm texture and pearly lustre, this is the most valuable button shell found in the small rivers. Near the tips it produces a few irridiscent buttons and when it is cut into button blanks it makes from 9 to 18 pounds of blanks per 100 pounds of shells.

MUCKET—There are several grades of muckets, but where they are a good size and a clear color, they will cut more blanks per 100 pounds of shells than any other shell. They will make as high as 25 pounds of blanks per 100 pounds of shells.

YELLOW SAND SHELLS—This is the most valuable fresh water shell gathered. They bring as high as \$75.00 per ton, for this grade of shell is used only to make the high class novelties out of and they are not used for pearl buttons, but button companies buy them.

BLACK SAND SHELLS—These shells most always have a pinkish cast and they fade or get chalky and unless the shell is a good grade and has a clear white color they are of no value either as a button or novelty shell, but when they are white they make a fair button.

PIG TOE—This shell makes a fair button and when the Pig Toe shell is found you will always find the Niggerhead Shell. The Pig Toe shell will average from 9 to 15 pounds of blank per 100 pounds of shells.

WARTY-BACK—These shells are a very small shell in most rivers and it is a great waste as in most cases only one blank can be cut from the shell. I think it would be far better to put these shells back in the river when caught, as it would take something like 30,000 of them to make a ton. If the shells are large they make a good button.

PURPLE WARTY-BACKS—This shell is not used to make buttons, but where the shell is large they are used by pearl novelty companies in the manufacture of fobs, rings and other novelties. The St. Joe River has



Shell and Pearl.

This cut shows a pearl in the shell, and is only used to show the location of some pearls.



a shell of this grade that gets as large as 6 or 7 inches across and sometimes 40 lines thick. This river also has a nice mucket that when cut into blanks cut from 18 to 25 pounds of blanks per 100 pounds of shells. But in some parts of the river the muckets are very thin.

WASHBOARDS—For years this shell was thrown back in the river or left on the banks. In most rivres this shell is stained or has colored spots, but these shells will make the cheaper grade buttons and are now selling for as high a price as were the good shells years ago. In 1910 these shells could be bought for \$2.00 to \$5.00 per ton. They are now bringing as high as \$18.00 per ton. But when this shell is a clear white shell they are put in with the best grades and they make a very fair button, but chips easily in finishing the blank. The Illinois River is known for the Illinois Washboard, as this river produces more Washboard shells than any other river.

BLUE POINT—This is considered a good button shell as it is a thin shell about the same thickness all over and it has a good lustre.

THREE RIDGE—This shell is found in almost every river and small streams in the United States, but as they have large ridges and are heavier at the beaks they make more waste than any other shell. But where they are white they make a fair button blank and when cut will average from 8 to 12 pounds per 100 pounds of shells.

ELEPHANT EAR—Where this shell is a clear white shell and over 3 lines thick, they will make a fair button, but most all these shells have that pinkish cast and are no good either for buttons or novelties.

LADY FINGER—This shell is a dull purple color and are brittle and chip when being finished. Most all shellers throw them away as soon as they find them as they are of no value at this time.

SPECTACLE CASE—These shells while large are like the lady finger, too brittle and thin to make a good button and they are not saved by many shellers.

BUTTERFLY—This is a flat shell and most always a small shell, the cutters getting from 4 to 7 blanks from a shell. When finished they make a nice button.

BUCKHORN OR PISTOL GRIP—These shells are used both for the manufacture of buttons and for novelties and when cut into blanks they make a fair button.

PAPER SHELL—This shell is not saved by the sheller as it is too thin for button or novelties.

The above list is only a few of the different shells found, but if you will send us a sample of your shells, charges paid, we will write you a letter telling you all about the different grades you have.

HOW TO GET YOUR SHELLS READY FOR MARKET.

First—The mussels or meats must all be removed from the shell.

Second—The good shells must be sorted out from the colored shells as no colored shells should be in with the white ones.

Third—If the shells are to be sold in less than car load lots they must be put in bags.

If you will write to any of the following firms and tell them what you have they will give you prices on them, always enclose a stamped envelope for a reply and mention this book.

These firms have advertisements in this book and we have investigated and find that they will do as they say and we would like for you to write them and get their prices:

LA VERNE MAPES, Indiana Harbor, Ind.

W. H. SOAPIR, Henderson, Ky.

DAVENPORT PEARL BUTTON CO., Davenport Iowa.

BUNDE & UPMEYER, 65 Nassau St, New York City, New York.

W. S. MILLER, Clinton Iowa.

LANSING BUTTON CO., Lansing, Iowa.

FRANK KOECHERITZ, Home address, 3750 Castelle Avenue, Chicago, Ill. Summer address, Kaiserhoff Hotel, Vincennes, Ind.

THE GREAT PEARL SECRET.

The Japanese have a way to raise pearls by drilling a hole in the side of the shell and putting in a small

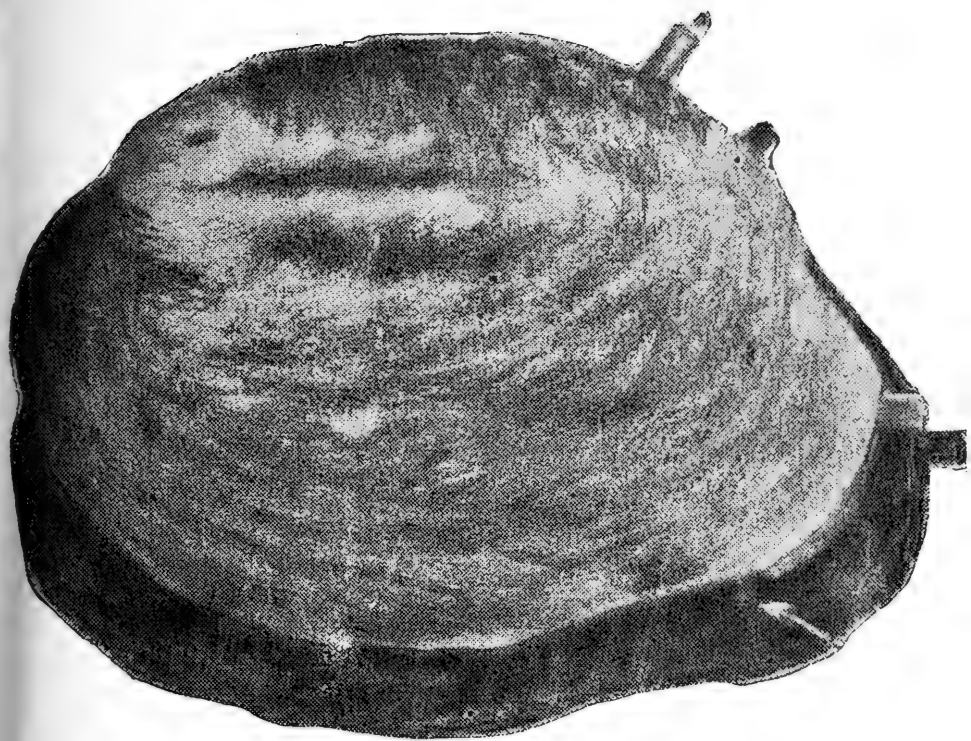
shot; after that they plug the hole up with white wax. This secret was guarded for years and was known only by a few. I have worked with shells and experimented with them for over ten years and I think I have a better way to fix the shell so as to produce a pearl than the Japanese have. I will explain the full secret here so any one by following the directions can fix the shells. (See cut showing shells being fixed).

The first thing to do is to make the tools to work with and I will start by telling you what to use. Get a piece of tin or steel and make a tube, large at the top and small at the bottom, just the size to let a No. 6 shot go through. This tube should be about four inches long.

Second—Take a piece of wire for a ram rod to push the shot out of the tube with.

Third—Make you some wooden plugs to hold the shells open while fixing them.

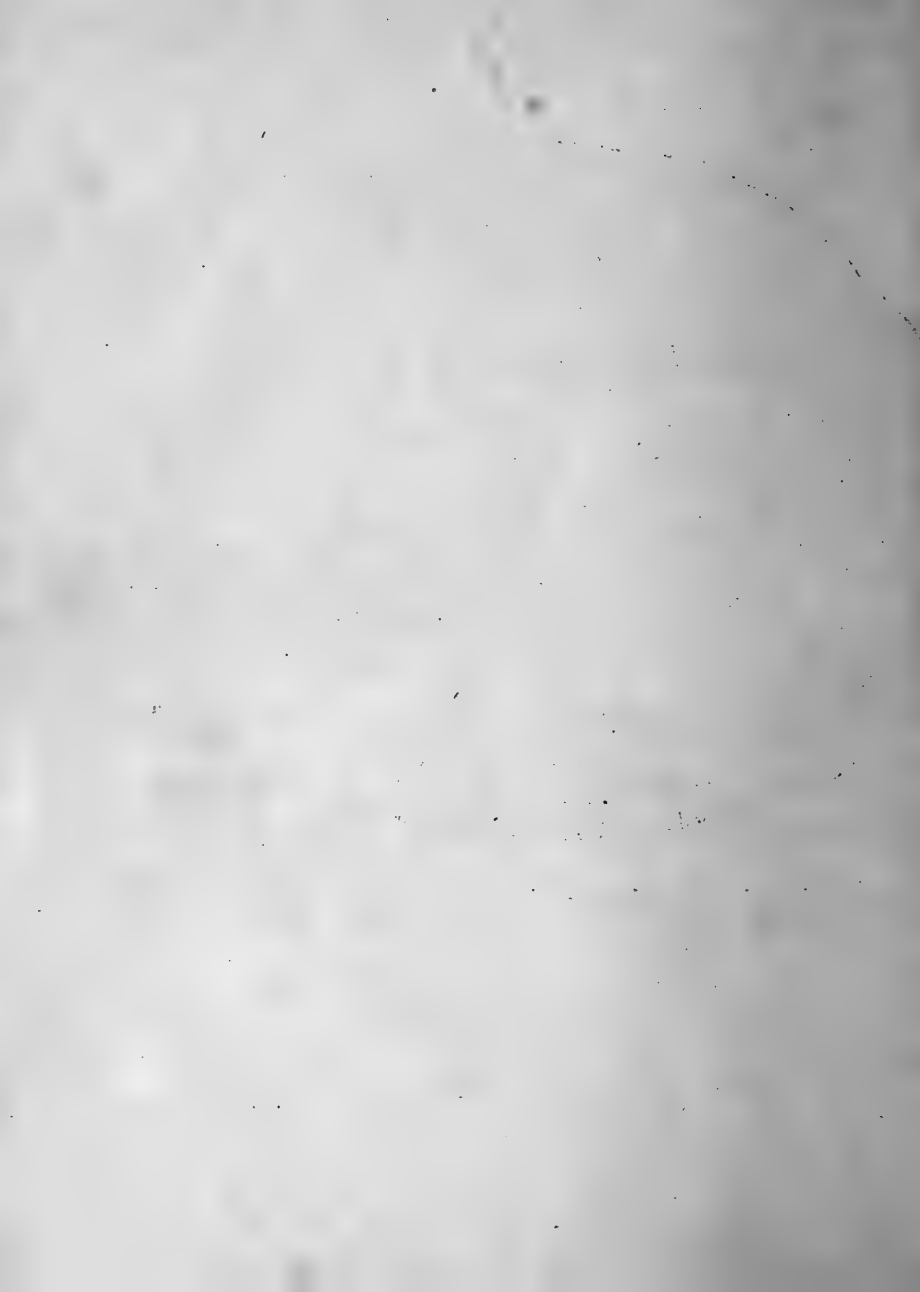
These three articles is all you need to fix the shells. After getting these you select your shells you wish to fix and have a bucket or pan of good clear water handy and lay the shells that you wish to fix out in the sun and they will soon open so you can slip in the wooden plug. Be very careful not to injure the mussel in any way after putting in the plugs. You take the tube and push it down into the thick part of the meat about one-half of an inch, being careful not to get to near the center, but put in to one side. After pushing the tube where you wish it, take a No. 6 shot and drop it in the



This picture shows the shells being fixed to raise pearls. In this book you will find full instructions on how to fix the shells for pearl raising. We will send you a complete outfit needed in fixing the shells for \$1.00 postpaid.

MUNCIE PEARL NOVELTY CO., Muncie, Ind.

For full instructions see pages 23, 24, 25.



tube and take the ram rod and push it down, pulling out the tube, leaving the shot in the mussel. Now take the wooden plug out and drop the shell in the pan of water, and after fixing all the shells you wish to fix put them in the place where you wish to raise them. You can put two shots in each shells by putting a shot on each side, but I would advise for you to put only one in until you get more experience.

What kind of a place to fix this depends altogether on the one raising the shell, as some have a place where they can put the shells, while others have to make a place. All you have to do is to make a hole in the ground (prefer shade), say about 8 feet wide and 15 feet long, by 3 or 4 feet deep, and filling one end with sand about 8 inches deep, then filling the hole with water, adding water as it goes down.

WHAT KIND OF A SHELL TO USE.

I would suggest three ridge shells to start with or any large shell that has a good color. I have most all three ridge, with a pinkish tip, but I have several different kinds, experiementing with them.

HOW TO GET THE COLORS.

This depends altogether on the shells you use as a clear white shell will produce a white pearl; a pinkish cast will give a pinkish lustre, while a dark or stained shell most always produces a dark or colored pearl.

HOW TO TELL YOUR SHELLS.

I make a mark on each shell as soon as I have fixed it and keep a record in a book giving date when fixed. In this way all I have to do is to look at the shell and see how long it has been fixed.

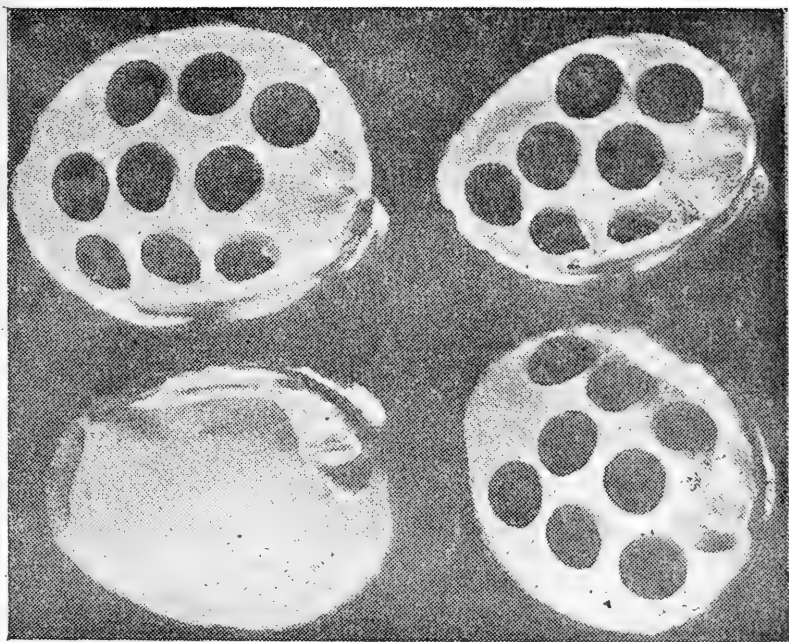
HOW LONG TO LEAVE THEM.

I would not examine them after being fixed for at least five months or more, as it takes this long to event start a coat. Then, if you wish to examine some of them, fix you some more shells and have them ready and take out the ones you wish to examine and cut them open and find the shot and it should, by this time have a thin coat or a layer over it, but as soon as you have looked at it drop it again through the tube into the other shell you have ready and put it back in the water. The shot should be coated over in from 18 to 20 months, but the longer you let them grow, the better they are.

THE WAY TO GET THE RAINBOW HUE TO GREEN PICKED PEARLS.

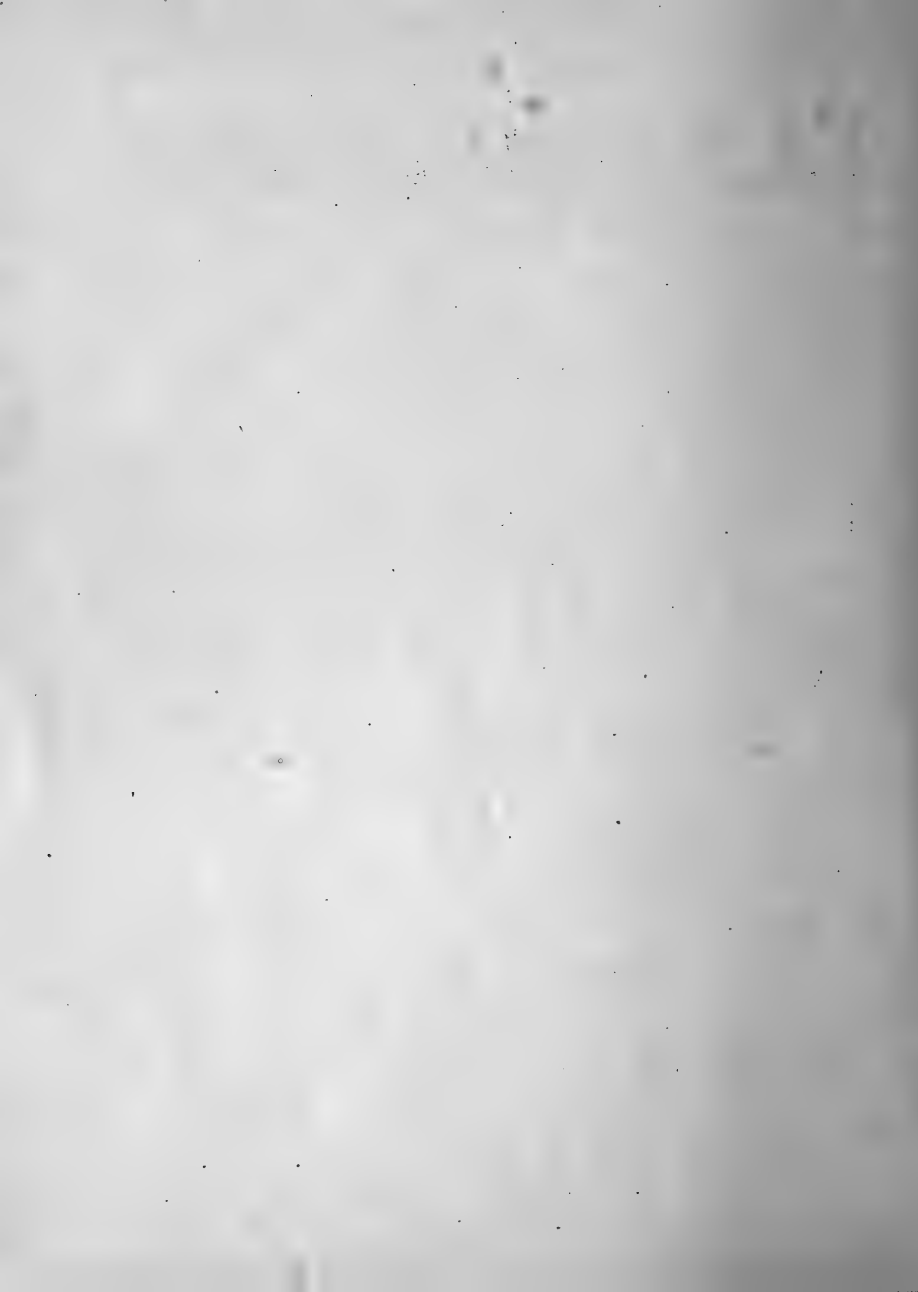
This is known to but few pearl buyers and it has been guarded for years as a green picked pearl can be brought out to a beautiful color in this way and the color or lustre is what gets the price.

DIRECTIONS—Take a large mussel and push the pearl into it and then tie it up in a rag and hang it in



Shell With Button Blanks Cut Out.

This picture shows shells after the blanks have been cut from them. After the blanks are taken from the shell they are then ground into Chicken Grit and sold in the feed stores.



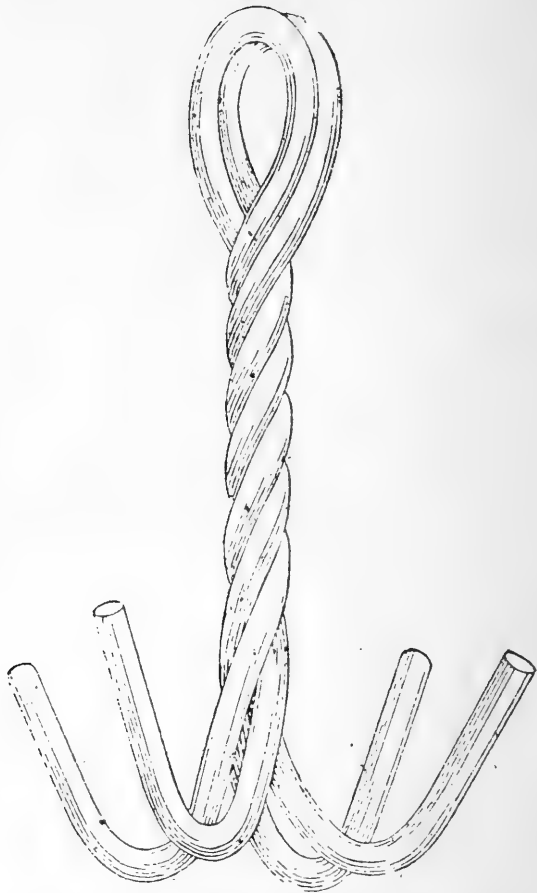
Pearls, Baroques and Slugs Bought, Sold and Exchanged,
Loose or Mounted, and Repairing Pearl Jewelry a Specialty

LA VERNE MAPES

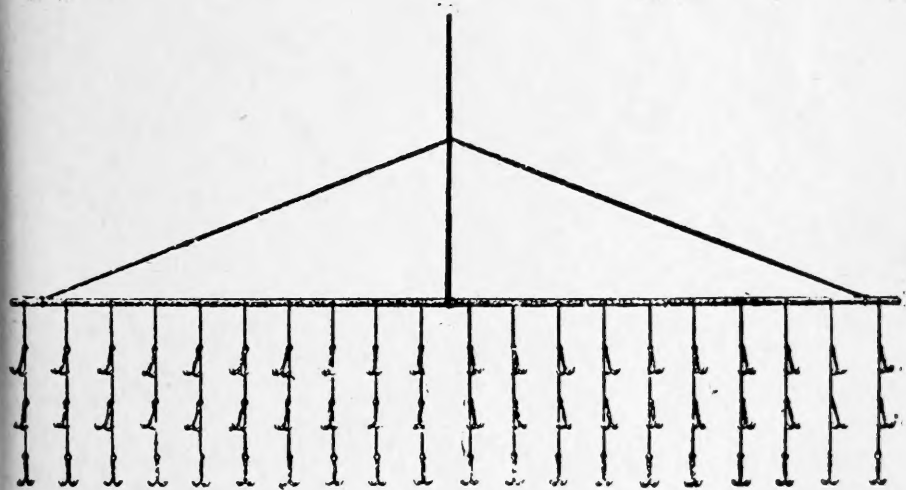
INDIANA HARBOR, INDIANA.

the sun until it has rotted and dried up and you will find that it has a beautiful color.

If you wish to fix some shells and wish to buy the tools we will send you one tube, 6 plugs and a small wire, prepaid, on receipt of One Dollar. If you know or learn of anything new in the pearl or shell line we would be pleased to hear from you at any time. We will answer all letters containing a stamped envelope. Write the advertisers in this book; they will treat you right.



**[This shows a Hook used on "Crow-Feet."
Cut Full Size.]**



"Crow-Foot."

Bar and Hooks.

This shows the bar and hooks as they are used on the large rivers. Showing how they are tied on the bar.





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