

# United Pearl Trading

Welcome to  
the world of  
pearls...





## OUR COMPANY

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United Pearl Trading, established in 1962, is the leader in distributing pearls.

Throughout history, the pearl, with its warm inner glow and shimmering iridescence, has been one of the most highly prized and sought after gems. Until today pearls are very popular and radiate femininity and purity.

Our collection ranges from nice and classical to modern contemporary pearls and jewellery, suitable for every age and occasion.

Visit our company and experience the beauty of our pearls !





Just as diamonds have their Four C's, so do pearls have their criteria for quality and price.

- **LUSTER:** The luster of a pearl is basically its shininess. A pearl with a very high luster will look almost metallic in the way it reflects light. Other related characteristics are the colors and overtones inside the luster: the pearly iridescence. High luster is valuable and dull luster is not.

- **SHAPE:** Pearls form naturally inside mollusks, so their shapes vary as dictated by mother nature. Shapes range in descending order of value from round to semi-round, from off-round to oval and from drop to baroque. The more spherical (rounder) and symmetrical the pearl, the more valuable it will be. Irregular shaped pearls can be very attractive and are usually less expensive than round pearls.

- **SIZE:** Pearls come in a range of sizes. Basically: the bigger the pearl the more valuable. The culturing process is more difficult (the oyster has to be able to handle it) and it takes longer for the layer to be thick enough.

- **Color:** Pearls come in a variety of colors from silvery white to black, with a rainbow of colors in between. Color is entirely a matter of personal preference. Because of changes in the natural habitat, the availability of certain colors can vary - and scarcity affects price.

- **SURFACE:** One of the most important determiners of a pearl's quality and value is its surface condition. This refers to how smooth and even the surface is: if there are many small chips, bumps or dull spots, the pearl will be less valuable.



## **WHITE** SOUTH SEA PEARLS

The queen of pearls. Magnificent. White South Sea pearls are treasured for their luxurious size and brilliant satin luster. These valuable pearls are produced by the famous silver-lip variety of the *Pinctada maxima* pearl oyster, along the coasts of Australia, Indonesia, and the Philippines. As the rarest pearls on earth, a single strand of these magnificent gems can take many years of harvests to assemble, as each pearl must be painstakingly matched for size, roundness, color, and quality.

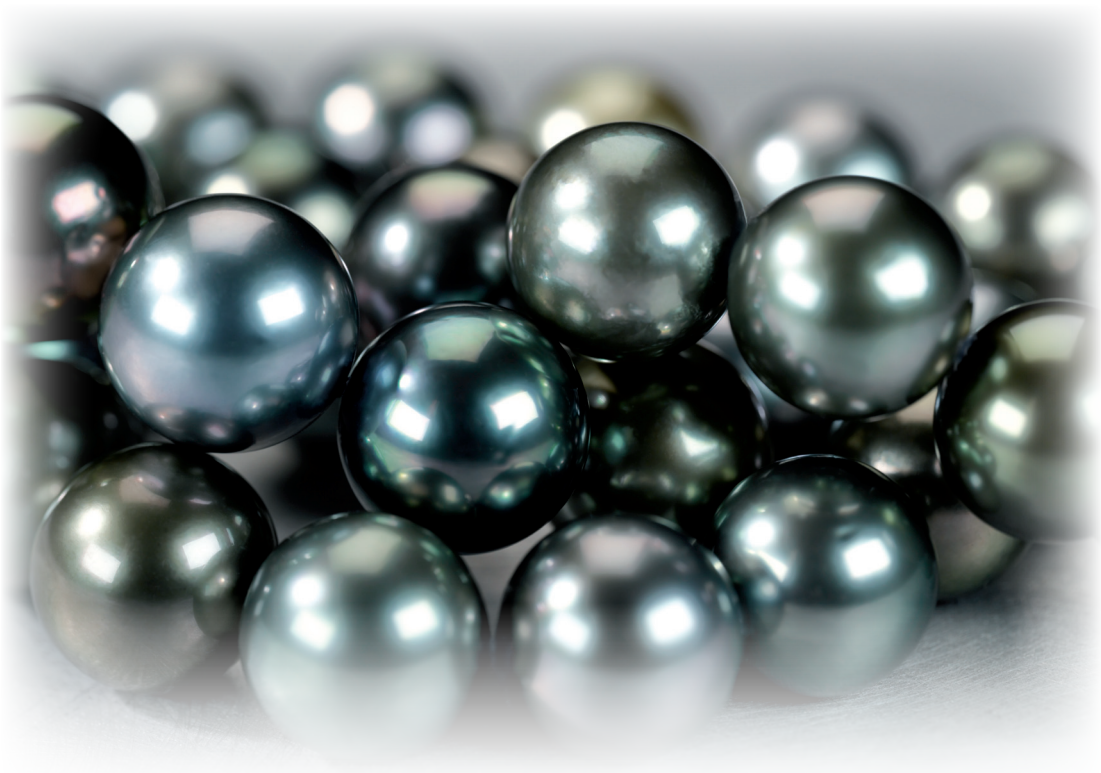
The size ranges from 9 mm to extremely rare 23 mm.



## **GOLDEN** SOUTH SEA PEARLS

Golden South Sea Pearls are grown in the gold-lip variety of the *Pinctada maxima*, South Sea pearl oyster in the Philippines and Indonesia.

Their warm, golden tones are completely natural, and no treatments are needed to enjoy the beauty of these luxurious gems.



## **TAHITIAN** BLACK PEARLS

Tahitian pearls are the only pearls in the world that are naturally black. Rare, exotic, and luxurious, Tahitian pearls are produced by the *Pinctada margaritifera* oyster native to Tahiti and the French Polynesian islands.

These saltwater oysters can grow as large as a dinner plate, resulting in pearls that range from 8 to 18 mm in size.

Tahitian pearls come in an array of colors, from silver to deep black, with shades of green, blue, and peacock.

Through its beauty, its exceptional charm and its mystery, this magical gem from the sea has attracted many admirers.



## AKOYA PEARLS

Akoya pearls are treasured for their perfect shape and reflective shine.

They are considered to be the classic pearl used for necklaces and other pearl jewelry.

Akoya pearls come from a small oyster known as the *Pinctada fucata*, or akoya.

The saltwater *Pinctada fucata* oyster lives along the coasts of Japan and China.

A bead is surgically implanted into the gonad of the oyster along with a small piece of mantle tissue. The oyster coats the bead with layer upon layer of beautiful nacre.

These relatively small pearls range from 2 to 10 mm. Larger ones are really rare.



## FRESHWATER PEARLS

Freshwater pearls are best known for their wide range of shapes, sizes, colors, and their attractive prices.

They are produced by the *Hyriopsis cumingi*, *Hyriopsis schlegeli*, and *Cristaria plicata* mussels, which live in lakes and rivers in China and Japan. The mussels are grafted with pieces of mantle tissue, resulting in pearls of solid nacre. About the size of a human hand, these mussels are able to produce up to 32 pearls at a time.

The cultivating of freshwater pearls is fairly simple compared to other pearls.

For this reason the prices of freshwater pearls are much lower than the other kind of pearls.

Their sizes range from tiny seed pearls measuring 1 or 2 mm in diameter to 15 mm.





## OUR COLLECTION

SOUTH SEA PEARLS – TAHITIAN PEARLS – AKOYA PEARLS – FRESHWATER PEARLS

### LOOSE PEARLS

Top quality loose pearls with or without hole, ideal for on a ring, pendant or earrings. Our pearls are available separately or in pairs.

### The Different Shapes:

Prices go down the line of different shapes. Perfectly round pearls are rarest and most valued. Symmetrical pearls are more valuable than baroque.

However, baroque pearls, with their various shapes, can inspire talented jewellers or artists and be created into some amazing arts.



Round



Near  
round



Oval



Drop



Button



Circle

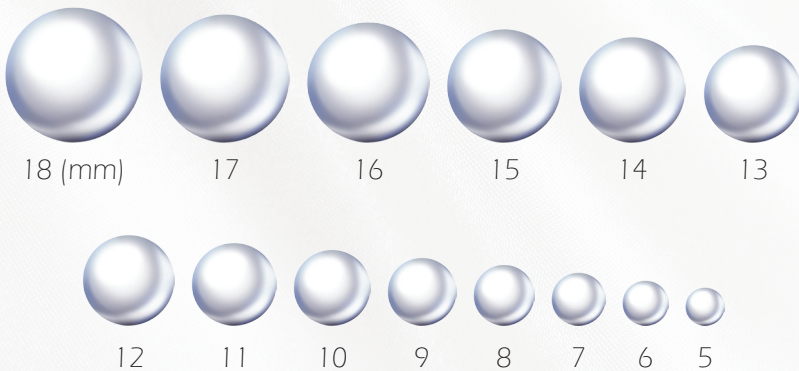


Baroque



### The Different Sizes:

The value of the pearl depends on its size.



### The Different Colors:

Pearls come in wide variety of colors, also known as “palette of colors”. From whites, yellows, golden, pinks, blues and black and almost every shade in between. Pearl color refers specifically to the color of the pearl’s body, considered the fundamental color of the pearl.

Colors generally range from cream, to silver-white (most common), to black (most rare).

But there are also color overtones reflected across a pearl’s surface. In fact, the color of a pearl more often than not is a meld of its body color and its overtone, a pearl with a “rose overtone” will describe a white pearl with a rose coloured hue.

## Southsea Pearls



South Sea cultured pearls fall into two categories  
“White South Sea Pearls” or “Golden South Sea Pearls”.

White South Sea pearls have a white body color with overtones of rose and silver that give them a very silky appearance. Golden South Sea pearls will vary from very light champagne to rich golden body colors, with darker colors demanding a higher price.

## Tahitian Pearls



Tahitian pearls are the only naturally dark cultured pearls, although actual black pearls are rare. Most often Tahitian pearls have body colors of silver, grey and green with overtones ranging from pink to dark green.

## Akoya Pearls



Akoya pearls are the classic white pearls with overtones of rose, cream and silver. Black dyed Akoya pearls have become very popular in the last 10 years and offer a unique exotic look.

## Freshwater Pearls



Freshwater pearls produce the widest array of colors and shapes. There are dozens of naturally occurring colors found in freshwater pearls.

The most common colors seen today are lavender, white, peach/pink and color(dyed). Above are the 4 most common colors seen on the retail market today but by no means illustrate the full spectrum of possible colors.

## STRANDS

Top quality pearlstrands, perfect for every occasion.

Our strands are available in marvellous color shades and in different sizes (starting from 5 mm) and shapes.

To finish off your pearls we have a large assortment of locks and dividers (white-gold, yellow-gold and silver). Your strand gets carefully knotted through us, included in the price.

### The Various Lengths:



#### The Pearl Collar ~ 12 to 13 inches

Pearl collars are 12 - 13 inches long. They are usually made up of three or more strands and lie snugly on the middle of the neck. Pearl collars are an ideal complement to boat neck, V-neck, or off-the-shoulder fashions.

#### The Pearl Choker ~ 14 to 16 inches

A pearl choker is 14 - 16 inches long. This classic and versatile piece is appropriate with everything from casual to formal eveningwear, and complements almost any neckline. The perfect length to add subtle elegance to your workday paired with a button-down shirt, yet just as stylish with a cocktail dress.





#### The Princess Necklace ~ 17 to 19 inches

The princess necklace is 17 - 19 inches in length. The most common length for pearl necklaces, it is well suited for wear with crew and high necklines. It also complements low, plunging necklines. Because 18 inches is considered the classic length for pearl necklaces, this is an excellent choice if you are not certain which strand length is most appropriate.

#### The Opera Necklace ~ 26 to 36 inches

The opera length necklace is 26 - 36 inches long and offers many attractive options. It can be worn as a single strand with high necklaces or doubled to create a fashionable two-strand choker. It can be knotted at the neckline or above the bust to create a stylish vintage look that is gaining popularity as a contemporary fashion trend. Traditionally, opera length necklaces are worn with eveningwear, although using them to accessorize more casual attire has become a fresh, cutting-edge fashion statement.



#### The Pearl Rope ~ 37 inches or longer

A pearl rope is 37 inches or longer. This luxurious length is very elegant. It can be made with several clasps, enabling it to be broken down into different necklace and bracelet combinations, or doubled and even tripled to create a stunning multi-strand pearl choker. This versatile length may also be tied in a knot for a charming modern look reminiscent of the height of 1920s flapper fashion. A very popular way to wear pearls, ropes may also be knotted and slung over the shoulder to accentuate the beauty of a backless dress.



## PEARL CARE

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Cultured pearls are relatively soft compared to other gemstones and precious metals. So it is important to take special care of your pearls to ensure they will remain bright and beautiful for generations to come. Cosmetics, perfume and hair spray all contain chemicals that can dull the luster of a pearl over extended periods of time. Even acids contained in body oils and perspiration can work to damage luster in the same way.

Therefore, it is best to put your pearls on after applying makeup, perfume and hair spray. It is also suggested that you wipe down your pearls with a soft cloth after you wear them. Occasionally you may want to dampen the cloth and give your pearls a very thorough wipe down.

Always keep your pearls separated from hard jewelry items, such as metals and other gemstones, to prevent them from scratching your pearls. Pearls are best kept in a soft cloth pouch or a separately lined jewelry box.

If you wear your pearls several times a week, it is best to take them back to your jeweller for re-stringing about once every other year to prevent strand breakage. When having your pearls re-strung, United Pearl advises and uses only silk thread. However, nylon thread is an acceptable alternative. Make sure that the string is knotted between each pearl. Individual knotting will prevent all the pearls in a strand from falling off should a break occur. Knotting also prevents the pearls from rubbing against each other





## **OUR EXPERTISE SINCE 1923**

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Pearls have been in the tradition of the Gutwirth family since the beginning of the 20th century.

Mr. Y. Gutwirth has established his first pearl trading business in 1923 in New York USA.

His son – Mr. Nathan Gutwirth – serving in the Royal Dutch army ended up in Indonesia where he commenced trading with pearls originating from Japan, Tahiti and Australia.

In 1956 he immigrated to Antwerp, Belgium from where he commenced marketing pearls all over Europe.



## **THE BEST TRADITION CAN OFFER**

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Currently, the third & fourth generations of Gutwirth family members are running the business and sourcing out the best quality of pearls. Thus, nature's finest creation has become 'The Tradition' in the Gutwirth family.

Due to its wide range of pearls, its guaranteed quality, and expert knowledge of the market, the Gutwirth family is offering its customers nature's finest creation with the best Service and Quality.