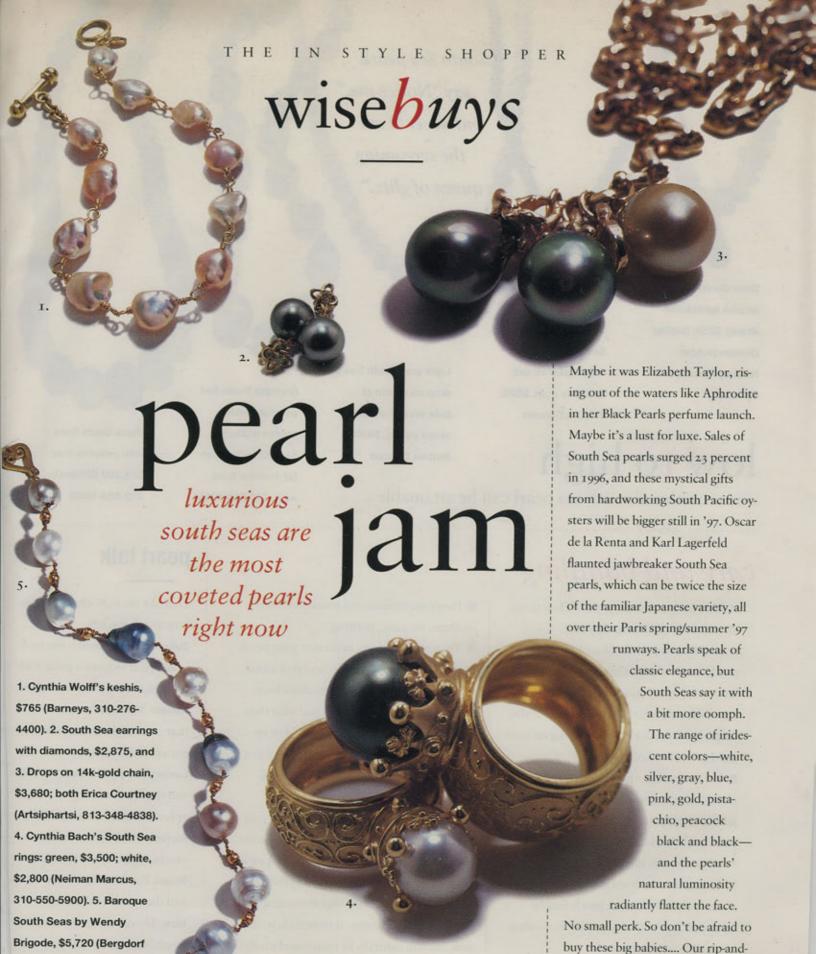




new this month Everywhere we look we see pearls, South Sea pearls to be specific. While shimmering colors and intriguing shapes caught our eye, we also knew we were feeling shy about making an investment purchase in pearls. And so our new column, Wise Buys, was born. This first one gives you the vocabulary, prices and background you'll need to buy pearls you'll keep for a lifetime. And if you aren't ready for the real thing, you'll also learn where to get the look for less. We hope you enjoy our new buyer's guide to accessories, housewares and fashion accoutrements that are part of living in style.



save guide. -Nancy Angiello

Goodman, 212-753-7300).



South Sea pearls
say "Notice me,"
but never "I am
the screaming
queen of glitz."

Silver South Sea drop on pink freshwater strand, \$250; Bettina Duncan (sold at Neiman Marcus, 800-937-9146)

Silver-gray South Sea drop on gray freshwater strand with 14k gold, \$520; Bettina Duncan

Light gray South Sea drop on strand of pale silver baroque akoya pearls, \$900; Bettina Duncan

Baroque South Sea pearl strand in golden pistachio, \$4,400; by Talluleh (at Jennifer Kaufman, 310-854-1058)

Black South Seas with peacock hue; \$28,300 (Mikimoto, 212-664-1800)



one sensational south sea pearl can be attainable

care and handling

How to keep pearls gorgeous? Treat them like the little celebrities they are:

- Don't let any alcohol-based products touch them—that means perfume, body lotion, shampoo. Absolutely no spraying anywhere near pearl territory—even if you let the perfume dry before clasping on your pearls, it will rub off on them.
- No swimming—pools or otherwise. "If you do, you're going to trash them," says Jennifer Kaufman, whose L.A. jewelry store lures pearl lovers like Cameron Diaz. Some people are under the impression that since pearls come from the ocean, a saltwater swim is OK. Your pearls may be homesick, but you've got to be firm—they are not allowed to go back.

- Don't use commercial jewelry cleaners on them, no paste, nothing.
- To avoid stretching, make sure your pearls are strung on silk, not nylon, and that a knot separates each pearl; this keeps them from rubbing against each other. If you wear them a lot, take your strand to be checked or restrung once a year by a qualified jeweler so it doesn't break. It's time when a pearl slips over a knot or if the silk looks frayed.
- How to deal with the fear of leaving your pearls for repair? You are entitled to witness the jeweler's work. If you do leave the pearls, count them beforehand, but know that the necklace will be shorter after restringing.

 Wearing a strand causes it to stretch, so the new one will naturally be tighter and smaller.

pearl talk

To make the right choice, know how to talk the talk.

Cultured: A tiny bead is inserted in an oyster to grow a pearl. Cultured pearls are today's standard. Natural: Very rare pearls

that grow in the oyster without

Luster: The pearl's surface shine and the depth of its glow. Higher luster means better quality.

Surface: A smooth surface—no cracks, no holes—is the ideal.

Shape: Perfectly round are rare and the cream of the crop.

Size: Akoyas can go to 10.5 mm; South Seas to 20 mm; 1 mm can up a pearl's price 100 percent. ▷

the world of the pearl

TYPE

DETAIL

COST



South Sea

Exceptionally large cultured pearl from oysters, found only in the South Seas, in iridescent shades of white, cream, silver-pink and gold

Fortunoff earrings start at \$350; one Tiffany triplestrand necklace is \$1.85 million.



Black or Tabitian

Also South Sea cultured, also megasize potential, from the black-lipped oyster, in shades of silver-gray, green, peacock black, and black

Fortunoff earrings start at \$350: Mikimoto necklaces run \$20,000-\$100,000.



South Sea Keshi

A fluke, these oftentimes flattened, cornflake-shaped pearls grow on their own alongside a cultured pearl within the oyster shell.

Cynthia Wolff bracelet, \$700; necklace, \$2,000 at Barneys in **Beverly Hills**



Akoya

The traditional cultured round pearl; smaller than the South Seas, produced in oysters of Japan. Hillary Clinton often wears a triple strand of akoyas.

Fortunoff ear studs start at \$35; necklaces at \$225; a Mikimoto necklace, \$1,050



Freshwater

Nugget-shaped pearls grown in mussels in lakes or rivers. Often less pricey than other pearls because they are more abundant and easier to grow.

Fortunoff necklaces start at \$40. Jennifer Aniston has worn freshwaters on Friends.



An irregularly shaped pearl of any kind, these can be a teardrop, bumpy or ridged. Very trendy now-style mavens love their earthy, imperfect beauty.

Fortunoff South Sea necklaces start at \$300: Mikimoto's start at \$23,000.

before you buy ...

Know that fakes and impostors abound. And since South Seas are a relatively new industry, some salespeople aren't that knowledgeable.

- Ask for a receipt that states you've bought a South Sea Cultured Pearl or South Sea Natural Pearl (before 1899, you couldn't buy cultured). This holds the store legally responsible.
- "South Ocean Pearl," "South Pacific Pearl" and "Majorca Pearl" are all terms for fake.
- Watch out for "pearls" made of ground-up fish scales and lacquer base. How to know? If the price is unusually low, be suspicious.
- Some pearls are tinted or irradiated to enhance color and disguise flaws.
- Tooth test: Slowly and gently rub the pearl against your teeth. If it has a gritty feel, it's real. Fakes are smooth and slippery.

the look for less

jeweler's loupe in

hand-run.

At the Chanel couture show in Paris, designer Karl Lagerfeld was asked why his model walked the runway in only one pearl earring. "At \$30,000 an earring," he replied, "you only need one." Given that a classic strand of South Seas and a Mercedes can run about the same price (say, \$60,000), you'll be happy to know that there are great fakes. The best: Erwin Pearl's European glass necklace (here, in dark gray) is \$38, and also comes in black, cream and white. As the prices go up (\$48, \$80, \$165), the clasps get fancier. Carolee (800-227-6533) has small black pearl look-alikes for \$90 and gigantic ones for \$150. It's not easy to tell the real from the faux, but if someone approaches you with

Erwin Pearl's,

of glass, \$38 (800-797-5378)



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low to high

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