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# 101

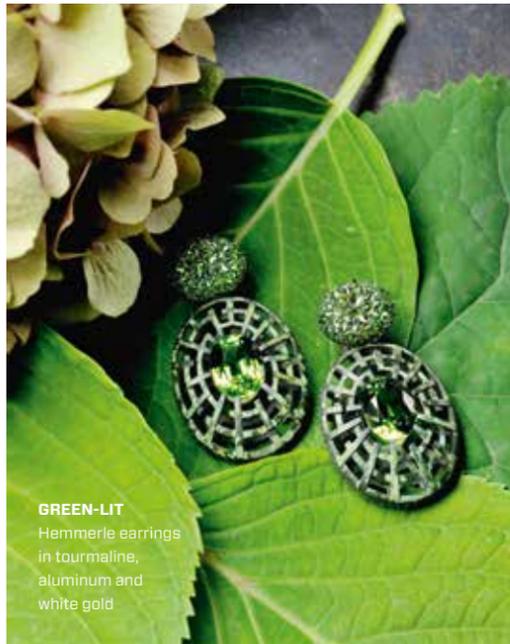
B I G G E S T Y A C H T S  
I N T H E W O R L D

**PLUS: THE BUSINESS OF YACHTING**

The state of the market - 2019 Global Order Book revealed

What we learned from the crash, by the industry's biggest players

Tracking the rise and fall of China's superyacht scene



**GREEN-LIT**  
Hemmerle earrings  
in tourmaline,  
aluminum and  
white gold

**STANDOUT JEWELS**  
**HEMMERLE**  
MUNICH

Despite being a fourth-generation family business and using the expertise learned from this history, Hemmerle has stepped out of tradition to create innovative jewels that combine materials no one had previously thought of using together. With their distinctive designs and definite signatures, a Hemmerle jewel can be instantly spotted by a connoisseur. Since owner Stefan Hemmerle set a diamond in a ring of textured iron in the 1990s, the business – now run by his son and daughter-in-law Christian and Yasmin Hemmerle – has never looked back. The pair have been trailblazing in their use of iron, copper, aluminum and tropical wood, setting faceted gemstones into these materials in a style that many traditionalists would consider upside-down, but that Hemmerle has made its own. The team

may spend years on the lookout for the perfect “partner” to a cameo to create a beautiful pair of earrings. Based in Munich, this year it celebrates its 125th anniversary. [hemmerle.com](http://hemmerle.com)



**DIAMOND AND BESPOKE JEWELRY**  
**DAVID MARSHALL**  
LONDON

A fully trained goldsmith and master craftsman, David Marshall has rightfully earned his place among London’s top craftspeople. Originally making pieces for top West End jewelers, Marshall now designs and creates for his own company. His designs have a traditional base made contemporary for the knowledgeable jewelry collector: a recent example is a tanzanite-and-diamond art deco pendant (left).

His team is open to using a client’s own stones for a truly bespoke creation. He is joined in the business by four members of his family. [davidmarshalllondon.com](http://davidmarshalllondon.com)



**PEARLS**  
**CHARLIE BARRON**  
LONDON AND SYDNEY

Throughout the 20th century, Charlie Barron’s family have been pioneers of the South Sea pearl industry. As a result, he has a lifetime of knowledge and enthusiasm for the oceans’ gemstones. Firmly embedded within the industry, Barron champions clean and unpolluted waters essential for healthy oysters. He will guide you through your selection, whether you are looking for natural pearls, such as conch and melo, or beautiful saltwater Australian South Sea pearls and Tahitian pearls that have taken years to compile for their perfect color matches. Visit him at his London office or contact Paspaley

Pearls, the business his family helped build, in Sydney. [charliebarronpearls.com](http://charliebarronpearls.com)



**DEEP SECRETS**  
South Sea pearl  
earrings (above right)  
and necklaces (right)



**FLORAL MOTIF**  
Below: Bulgari  
“Mamma Pesce”  
gem set and  
diamond ear clips



# Tina’s stock is rising

A former Wall Street broker has a few gems of advice for dealing jewelry, says *Harriet Mays Powell*

**T**ina Smith has collected jewelry for much of her life, and now sells rare vintage pieces by the world’s great jewelers. A Harvard Business School graduate, she once pursued a career on Wall Street. “I approach jewelry acquisition the way I would buy stock,” she says. “I want to know why the piece is special.”

Smith’s second career began a decade ago and now, thanks to strong relationships with leading auctioneers, she often gets first access to pieces. Some items in her collection have not been viewed in public for 100 years, as is the case with a pair of Moussaieff yellow and orange sapphire flower ear clips. Another recluse is a rare vintage Bulgari bracelet in rose gold, which Smith says is “simply the best one I have ever seen.” Similarly, her Van Cleef & Arpels circular pin in yellow diamond from the 1950s is probably the only

one of its kind. Smith’s clients mostly hear about her through word of mouth and after an initial conversation, she visits them personally at home.

When buying vintage, her advice is to go for top brands that will hold their value over time, and to be flexible. “You may have called about one piece, but now there are 10 on the table and you find you prefer another.” Trends are also important, she says. Yellow sapphires were in vogue 10 years ago but are much less fashionable today. Her advice is not to sell them, but keep them in your safe. Blue sapphires on the other hand are always hot, with Princess Diana’s famous 12ct Garrard ring now adorning the finger of the Duchess of Cambridge. [tiinasmithjewelry.com](http://tiinasmithjewelry.com)

**HIDDEN GEMS**  
Van Cleef & Arpels’  
circular pin in  
yellow diamond  
(top); Moussaieff  
yellow and orange  
sapphire flower  
ear clips (right)



[ulysses-nardin.com](http://ulysses-nardin.com)  
\$7,900



## Winning timepiece

In 1905, Ulysse Nardin entered a competition organized by the Washington Naval Observatory, whose goal was to create a precision timepiece for torpedo boat officers that was as accurate as the chronometers aboard larger warships. The brand won the contest several years in a row and became the official timepiece supplier to the US Navy. A new iteration of the watch has recently been created: the Marine Torpilleur Military Semper Fortis. The watch shares many features with the original chronometer, including its polished steel case, oversize crown and dial layout. Its back comes with a crystal to reveal the movement, while the steel case is laser-engraved with the words “US Limited Edition” and “Semper Fortis” (“Always Strong”), the Navy’s motto. The 44 mm Military Semper Fortis is limited to just 173 pieces – a reference to the number of years since the foundation of the company in 1846.