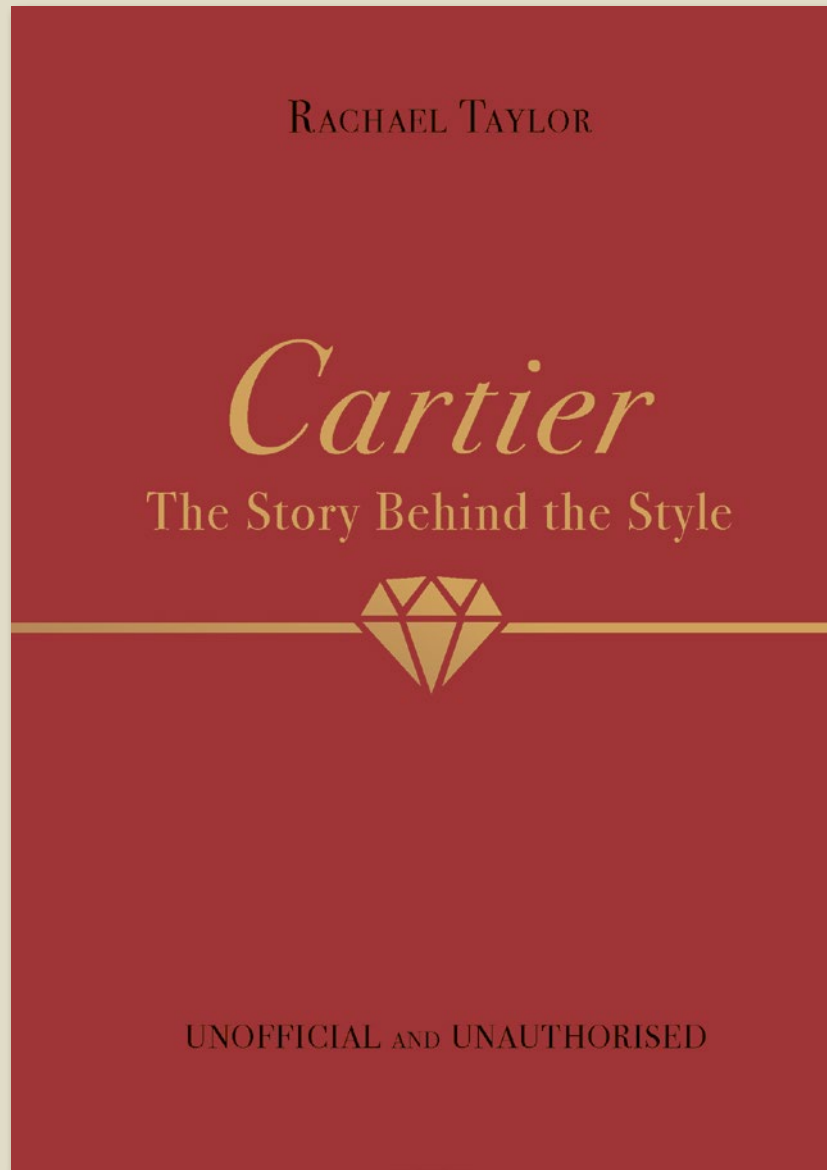




**The Story Behind series**

# Cartier: The Story Behind the Style



## The story of iconic jewellery brand, Cartier

- Sample contents: The Beginnings of Cartier, Royal Affiliations, The First Men's Wristwatch, At the Heart of Art Deco, Inspiration from India, Stars and their Tanks, Mystery Clocks, Cartier's Jewellery Workshops, Glyptics, Fur Setting, Jeweller to the Stars, Red-Carpet Rocks, Love Bracelet, The New York Flagship, Cartier's Famous Red Box, Meet the Bellboys, Philanthropy, Continuing the Legacy, Ethical Supply Chain, Cartier Today and Tomorrow
- Written by Rachael Taylor, a journalist specialising in jewellery who has written for *The Financial Times*, Conde Nast publications and *Retail Jeweller*.
- Illustrated with full colour photographs from the brand's history
- Cover finishes: matt lam and foil

# Cartier: The Story Behind the Style



## The Beginnings of Cartier

The house of Cartier started with one man, Louis-François Cartier, but it would take a family to make it one of the most recognised and respected jewellers in history.

It was, in fact, Louis-François' father, Pierre Cartier, who set the dynasty in motion, although he could never have imagined the consequences of his actions at the time. Pierre had fought in the Napoleonic wars and spent time locked in the prison ships docked off the harbour at Portsmouth in Britain. When the war ended in 1815, Pierre returned to Paris, destitute and aimless. He would go on to find employment as a watchmaker and have five children with his wife Elisabeth, a watchwoman.

The eldest of the children born into this working-class Parisian family was Louis-François, and when he was barely out of school, his father sent him to work as an apprentice in a jewellery workshop owned by Adolphe Picard on Rue Montorgueil in Paris. It was a tough education – days were long and grueling and order was maintained with a whip – but he stayed and in 1847, at the age of 27, Louis-François bought the business from Picard, renaming it Cartier.

OPPOSITE: Cartier founder, Louis-François Cartier



PREVIOUS: Start of the house of Cartier, founded in Paris in 1847.

OPPOSITE LEFT: An illustration of Louis-François Cartier (1847).

OPPOSITE RIGHT: Pierre Cartier playing golf in Paris.

His makers mark – a symbol hallmark that every piece of Cartier jewellery no matter how small – was his initials, L. C., separated with an arc of leaves playing cool, perhaps as a nod to the financial gamble he was taking. Luckily, the risk paid off and the Cartier business thrived and expanded. In 1866, Princess Mathilde, a cousin of Emperor Napoleon III, purchased one of his jewels, and the Cartier name was suddenly whispered among Parisian high-society, even reaching the international elite. Three years later, Louis-François bought Gillon, a Parisian jeweller better known than his own, and renamed his business Cartier Gillon.

Louis-François' son Alfred Cartier took over the family business in 1874, but it was the arrival of his own three sons – the highly ambitious Louis, Pierre and Jacques – that would really shake up the jeweller and initiate its ascendance to the global brand we know today. The brotherly revolution started with Louis, who joined the nation in 1898. A year later he spearheaded the remaining

of the business, stripping over Gillon to once again be known simply as Cartier. At the same time, the business opened a boutique at 13 rue de la Paix, just a stone's throw from Place Vendôme, the heartland of luxury jewellery in Paris. This venture was funded by an enormous dowry levied through a strategic arranged marriage to Andine-Caroline Worth, granddaughter of world famous couturier Charles Frederick Worth.

Cartier garnered a reputation for innovation, and the title of jewellers would later live by a motto, 'Never copy, only create.' One of Louis' most successful experiments in the close of the 19th century was to use platinum in place of gold. This precious metal is now widely used by jewellers across the world, but at the time it was purely an industrial metal and thus revolutionary in the jewellery market. The white metal, which, unlike silver, does not tarnish, is highly malleable and allowed Cartier to create delicate, diamond-set jewels inspired by those created by 18th-century French aristocrats, a stark contrast to the heavier, colourful, Romantic Art Nouveau jewels popular at the time. A signature Cartier Guffand style emerged, swirling across platinum stems, necklaces and earrings, that won over well-heeled women, including royals, in Europe and the United States.

Pierre Cartier, the second eldest of the brothers, would be an agitator in his own right, championing the global expansion of the brand's retail empire. He started by opening a Cartier boutique on New Burlington Street in London in 1902, where the brand showcased a new style of geometric, abstract jewels with unusual colour combinations that would lay the foundations for the Art Deco jewellery movement.

The first decade of the 20th century was an important time for Cartier. In 1904, the jeweller received its first royal certificate from King Edward VII of Britain, and soon started to supply many other royal courts including those of Russia, Spain and Siam (now Thailand). In the same year, Louis Cartier created what he believed to be the first ever men's wristwatch for aviator Alberto Santos-Dumont.

Pierre, meanwhile, embarked on a journey to Russia; one that would prove profitable in commissions from its high society, but also as a source of inspiration that would shape Cartier's jewellery designs for years to come.

In 1909, Pierre would focus his wanderlust on America, opening a Cartier boutique on New York's Fifth Avenue; the precursor to its famous flagship store further up the street, the purchase of which he would famously broker a decade later in exchange for a string of pearls. Back in London, his younger brother Jacques stepped in to take over its British branch. That same year, Cartier moved uptown to a prestigious Bond Street address, where it remains to this day.

As Cartier's man in Britain, and, as such, jeweller to King George V, Jacques joined members of the aristocracy on a trip to India for the Delhi Durbar in 1911. It was an event

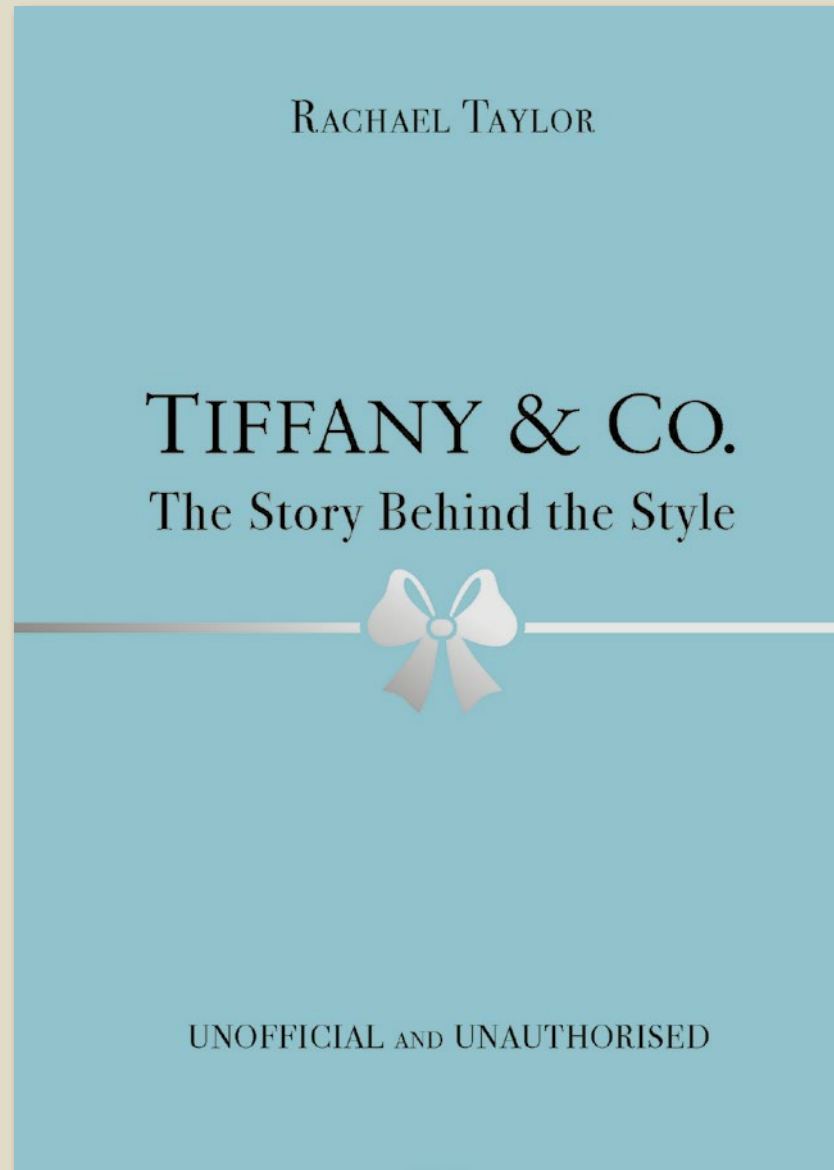


LEFT: Cartier platinum pendant watch set with diamonds, rubies and a pearl, c.1890-1910.

to commemorate the coronation of the King, with two weeks of festivities, during which King George V and Queen Mary would be proclaimed Emperor and Empress of India. This adventure to a new land would also prove to be a seminal trip for the house of Cartier. Jacques' sociable nature and love of travel would win ground-breaking commissions from India's rich, jewel-loving maharajas and inspire a whole new category of jewellery, pioneered by Cartier and much copied by other companies.

Pub Date	18/08/2022
Pub Price	£13.99
ISBN	9781800783409
H x W	181 x 126mm
Binding	Hardback
Age Range	Adult
Author	Rachael Taylor
Extent	160pp
Word Count	15000 words
Rights Available	World

# Tiffany & Co.: The Story Behind the Style



## Visual history of the iconic jewellery brand, Tiffany & Co.

- Sample contents: Discovery and Innovation, Tanzanite and Tsavorite, Tiffany Blue, Reimagining Engagement Rings, Breakfast at Tiffany's, The Blue Book, Red-Carpet Rocks, The Tiffany Diamond, Designers of Note, Tiffany Setting, Jackie Bracelet, Bone Cuff, Tiffany Keys, Creating Retail Theatre, A Retail Empire, I Do on Fifth Avenue, Blue Box Café, Beyond Jewels, Tiffany for a New Generation, Cleaning up Diamonds, A New Owner, A New Diamond
- Written by Rachael Taylor, a journalist specialising in jewellery who has written for *The Financial Times*, Conde Nast publications and *Retail Jeweller*.
- Illustrated with full colour photographs from the brand's history
- Cover finishes: matt lam and foil

# Tiffany & Co.: The Story Behind the Style



## The King of Diamonds: Charles Lewis Tiffany

Charles Lewis Tiffany, the man who would go on to win the moniker of New York's 'King of Diamonds', did not hail from a long line of jewellers. His start in life was more modest, making his name in high society all the more glittering.

Tiffany was born in 1812 in Canton and Ohio. Tiffany and grew up in the small town of Killbuck, Connecticut. The major business of the town was the production of cotton goods, and the family owned a manufacturing company. Tiffany was educated at local schools in the area before joining his father in the family cotton business.

By 1837, Tiffany felt restless. No longer satisfied by working at home with his family, he began to envision how he could make his own mark in business. He turned up with a school friend, J. R. Young, and the duo set in motion a plan to open a stationary store in New York City. With a \$1,000 loan from Charles' father, the ambitious 25-year-olds made the 150-mile journey north. The store, named Tiffany & Young, opened its doors at 259 Broadway that same year, and on its first day, \$4,98 rang through the till.

Tiffany & Young soon began to expand its remit, stocking glassware, cutlery, porcelain, clocks and jewelry, and began to develop a

OPPOSITE: Tiffany & Co. founder Charles Lewis Tiffany photographed by James Thomson Beach in 1902.



reputation as a purveyor of fine goods of taste. In 1841, the business expanded with the addition of a third partner, J. L. Ellis, and was renamed Tiffany, Young & Ellis. The trio expanded the store, doubling its size by moving the adjacent site, and continued to increase the quality of the goods they sold, with Young making buying trips to Europe to pick out English and Italian jewelry.

It was, in fact, political events in Europe that would be the making of this American luxury success story. In 1848, the status quo crumbled as republican revolutionaries sought to topple European monarchies and strip aristocrats of their power and wealth. It was a societal upheaval known as the Springtime of Nations. More than 50 countries were inspired by this, but none more so than France, where the monarchy was overthrown and replaced with a republic. Such widespread panic and disruption had an impact on the price of diamonds, and Tiffany, Young & Ellis stepped in, buying the firm

OPPOSITE: An illustration of a jewelry store, inspired by the Tiffany & Co. store in New York.

OPPOSITE: A sketch of the Tiffany & Co. store at the Excelsior Hotel in Paris in 1893.

In 1853, Young and Ellis decided to retire from the business, but Charles Lewis Tiffany was far from finished. He found new partners to work with, and the business was, at this point, renamed Tiffany & Company. Tiffany would go on to build his empire, grabbing headlines along the way. By the 1860s, the business was well established as an exponent of choice for the rich and the famous, both for its jewelry and its top-quality silver. In 1862, President Abraham Lincoln purchased a set of pearl necklaces and earrings from Tiffany & Co. for his wife Mary Todd Lincoln, who wore them to her husband's inauguration ball.

In 1870, Tiffany & Co. moved into a large new store in New York's Union Square, marking the beginning of a major decade for the jeweller one in which Charles Lewis Tiffany would earn the title the King of Diamonds. It was a single purchase that would truly jolt Tiffany into the high-jewellery atmosphere – a 237-carat rough fancy yellow diamond. When cut and polished, what emerged was a diamond of staggeringly enormous proportions for a rare yellow diamond of that quality: it weighed 128.58ct and was named the Tiffany Diamond.

If the purchase of this new world-famous stone, which is on permanent display at Tiffany & Co.'s Fifth Avenue store in New York, signalled Tiffany's intention to dominate the diamond market, his groundbreaking creation eight years later sealed the deal. Seeking to

celebrate the beauty of diamonds, Tiffany designed an engagement ring in 1886 that remains a sought-after classic to this day. The Tiffany Setting engagement ring kicked back against the over-fussy designs of the time with a clean, minimalist band and a six-prong setting that lifted the diamond above the ring. The purpose for this innovative setting was to allow light to flow through the stone, and therefore maximise the sparkle. It was a huge hit, and the iconic design has become synonymous with engagement rings.

Just 15 years before his death, Tiffany pulled off a final coup. The aftermath of the French Revolution that had gifted Tiffany an abundance of important gems in 1848 and its early credibility in high-jewellery circles rumbled on. In 1887, the French government was masterminding a plan to sell the crown jewels of its fallen monarchy. Outwardly, it claimed that a democracy such as France had no need for "objects of luxury, devoid of usefulness and moral worth". The rumour mill suggested that it was in fact afraid of a power grab by Bourbons, Orleanists or Bonapartists, who might use ownership of the jewels to claim a right to rule. Tiffany cared little for this political posturing, but he did see an opportunity in it. He travelled to Paris to attend the auction of the French crown jewels at the Louvre. He sat in the audience, ready to make his bids, along with fellow jewellers, including a young Frédéric Boucheron, and Orleanists, members of the French royal family, whose pockets proved too shallow on the day to win back their family heirlooms.

When the final strike of the gavel fell, Charles Lewis Tiffany had in his possession close to a third of the historic crown jewels. He placed them in specially crafted red-leather boxes, embossed in gold with the words *Diamants de la Couronne*, translating from French as Crown Diamonds. Inside, impressed on the silk lining in the lid, was Tiffany & Co. New York and Paris, thus securing Tiffany & Co.'s place in the history books as a purveyor of royal jewels and his own coronation as the King of Diamonds.



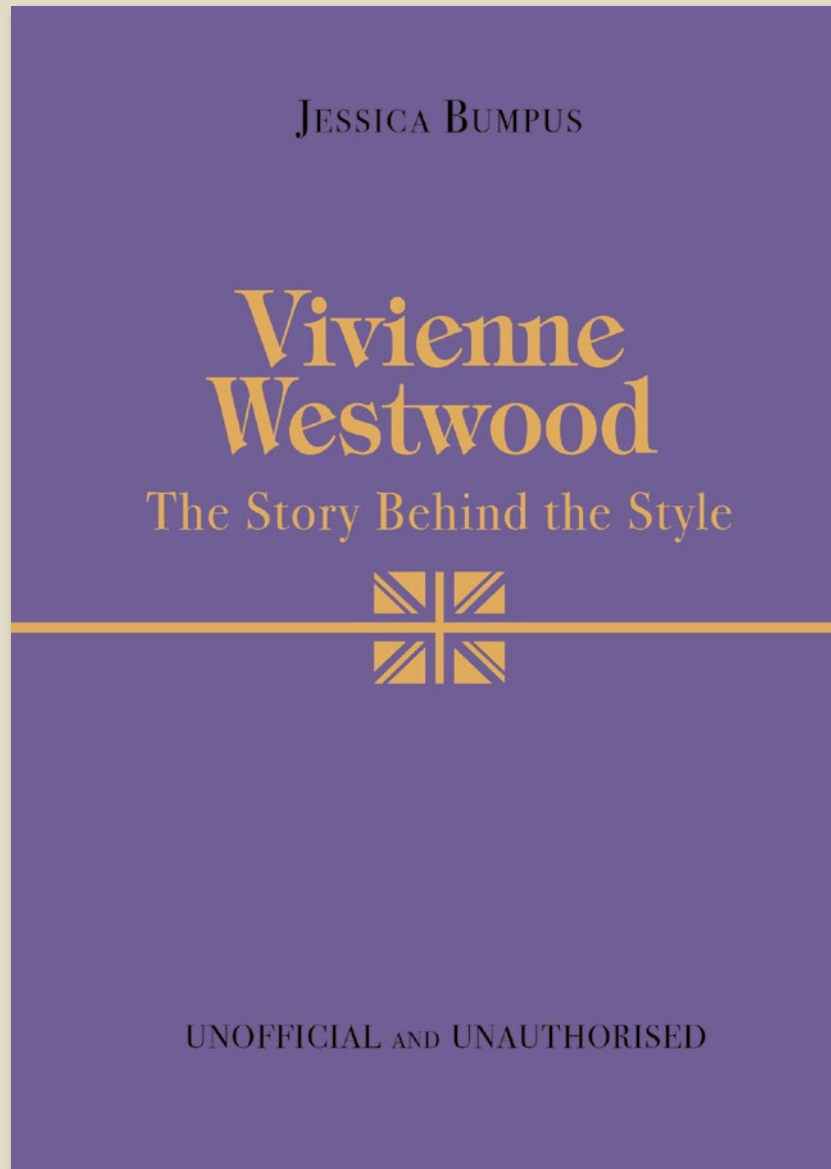
LEFT: The Tiffany & Co. flagship store in New York.

BELOW: A gold, diamond and enamel floral brooch, made by Tiffany & Co. in 1890.



Pub Date	18/08/2022
Pub Price	£13.99
ISBN	9781800783416
H x W	181 x 126mm
Binding	Hardback
Age Range	Adult
Author	Rachael Taylor
Extent	160pp
Word Count	15000 words
Rights Available	World

# Vivienne Westwood: The Story Behind the Style



## Visual history of the iconic designer.

- Written by Jessica Bumpus, fashion editor, formerly with *British Vogue*.
- Illustrated with full colour photographs showcasing the brand's history.
- Cover finishes: mat lam and foil
- Comp title The Little Book of Chanel has sold in excess of 61k copies TCM.

# Vivienne Westwood: The Story Behind the Style

## Derbyshire Days

Vivienne Isabel Swire was born on April 8 1941 in Gordon and Dora Swire at the Paragon Maternity Home, Glossop. The future fashion revolutionist had one sister, Olga Swire, born 1945, and one brother, Gordon Swire, born 1946. She grew up in the parish of Tintwistle, Derbyshire (which was formerly part of Cheshire until 1974), both during and after World War II, enjoying what has been recounted as a fairly idyllic childhood, living at the more secluded Millbrook Cottage and playing outside until late.

The young Swire clan were encouraged to be creative and make things more than they were encouraged to read. Vivienne knew from a young age that she was good at making things, notably models at school, and she especially enjoyed sewing classes. Her mother would often make their clothes, and worked as a weaver in a local cotton factory.

The young Vivienne – who remembers having a passion for art from an early age – attended Hollingworth and Tintwistle Primary Schools from 1946 to 1952, at which point she passed the scholarship exam for Glossop Grammar School. She continued to be good at art during her time at Glossop Grammar, and considered attending art school.

Among Westwood's most formative fashion memories are the make-do-and-mend philosophy that came to define

Britain in austerity, as well as the coronation of Queen Elizabeth II in 1953, when Vivienne was 12 years old. The influence of these two events can be seen throughout every era of her designs, and the make-do-and-mend philosophy is evident in the motto "Buy Less, Choose Well, Make it Last", which the brand still promotes to this day. She expertly blended the elements of customisation, tradition and austerity together to create her own unique brand, which is now contrasted by her husband Andrew Knowlton.



LEFT: Vivienne Westwood wearing a t-shirt sporting a 'Buy Less' slogan. Right

## Malcolm McLaren

Westwood met Malcolm McLaren in 1965. An art student and a friend of her younger brother, Gordon, he would go on to become her creative collaborator for almost the next 20 years. Malcolm is an entrepreneur with the punk movement as Vivienne, and their partnership is legendary. He was something of a maverick of marketing strategy and distinction, before such things became commonplace in contemporary fashion. The pair were in a relationship for a time but never seem to have married.

Malcolm was interested in politics and was fascinated by the French Situationists, a creative enclave of writers and artists who wished to eradicate capitalism through acts of everyday life. He was a driving force in bringing politics, provocations, society and culture into Westwood's world. She found him to be charismatic and knowledgeable, but also full of contradictions.

In 1967, they had a son, Joseph Ferdinand Cecil, who would go on to follow in his parents' footsteps and enter the world of fashion. He founded the very successful lingerie company, Agent Provocateur.

It was in the early 1970s that McLaren and Westwood began to build their empire. Malcolm, in this period, had left art school and Vivienne was about to quit teaching. The plan had been to sell vintage records together, and there was talk of setting up a stall. But a retail opportunity – via a new

friend – on King's Road was about to arrive.

Tommy Roberts, of the legendary Mr Freedom fashion business, took over the lease of 438 King's Road in 1969. He and his business partner, the fashion entrepreneur Trevor Miller, were well-known for their eclectic and discerning fashion eye which appealed to the glitterati of the 1960s. It was under Miller's control the shop was renamed Paradise Garage, the spot was already well-known for fashion.

Vivienne and Malcolm, who were regular on King's Road, ended up moving the back of 438 King's Road, before taking the whole thing over and rebranding it. It would be known over the coming years as Let It Beak, The Fun To Live, The Young To Die and Sex and Sublimation, all of which would encompass the raucous, confrontational and non-conformist nature of McLaren and Westwood. Eventually the shop would come to define the varied-but-defined styles we know as punk today.



LEFT: Malcolm McLaren, teenage son of Vivienne Westwood, 1977.



## A Revolutionary is Born

There are few British designers, or brands, that have made quite as much of an impact on the fashion landscape as Vivienne Westwood. A fashion designer of both cult and commercial success (which is a rare combination), she was a punk and a pioneer, a rebel and a provocateur, an activist and a change-maker.

Over the course of a career that spanned half a century, Dame Vivienne Westwood would become synonymous with the British punk scene. Punk is what immediately springs to mind for most when her name is mentioned, along with the King's Road, corsets, platforms, tarran, crinolines, pirate boots, sustainability and climate change awareness. The list goes on. Her shows and interviews have become legendary – she is famous for using fashion as a platform to speak out on the issues she cared most about.

There is no doubt that Westwood's affinity for fashion history has helped her designs stand out. They are often historically informed, yet never to the point that they look odd. Where something shouldn't work, it always did, thanks to Vivienne's ability to balance the old with the modern – she was a genius when it came to style mashups. And the original Vivienne Westwood aesthetic rooted in a DIY approach never fully went away. Her designs feel intrinsically British and perfectly eccentric.

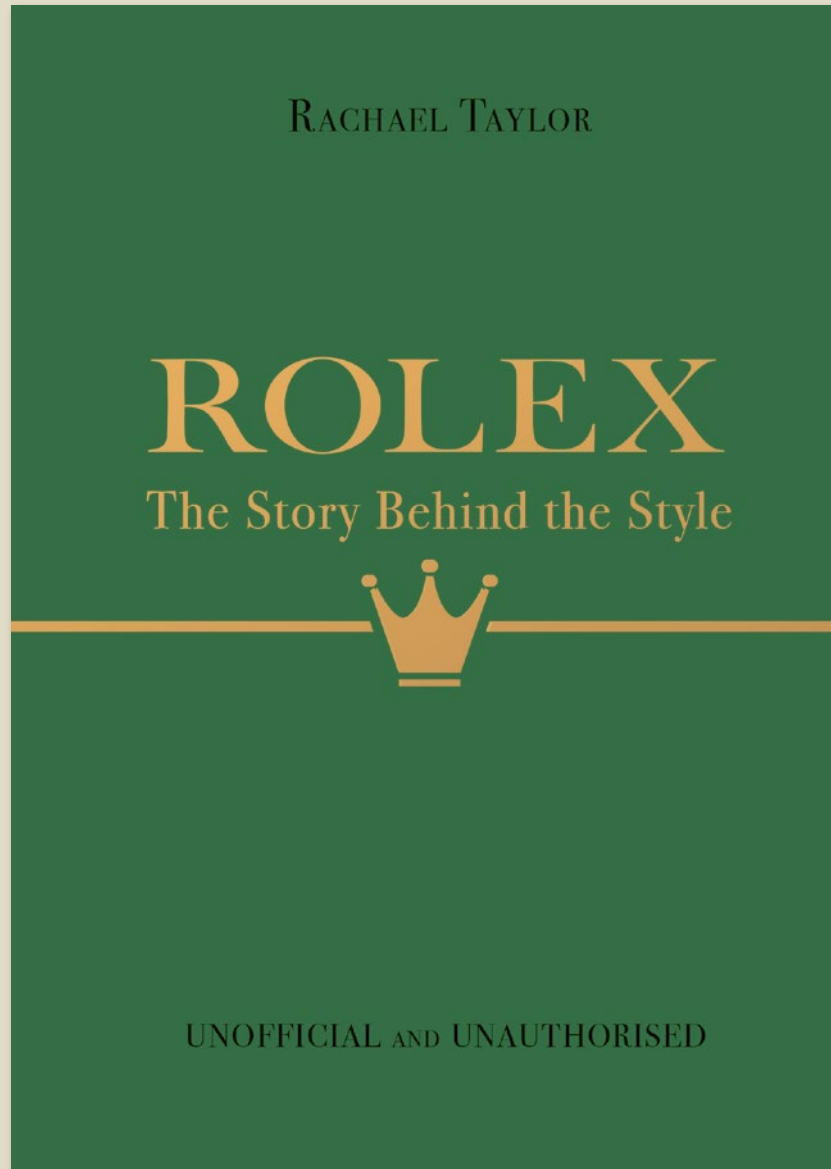
Westwood was the original multi-hyphenate and, in many ways, light years ahead of her time. She has inspired generations of designers that came after her, whether established and successful or aspiring and eager. Fashion critics even noted whiffs of her spirit at the London Fashion Week collections of autumn/winter 2023, which took place in February 2023, after her death. It's no wonder that her name is up there with the likes of Yves Saint Laurent, Christian Lacroix and the late great Karl Lagerfeld.



ABOVE: Vivienne Westwood takes her bow at the spring/summer 2018 London Fashion Week Men's collections, June 2017.

Pub Date	<b>26/10/2023</b>
Pub Price	<b>£12.99</b>
ISBN	<b>9781800787162</b>
H x W	<b>181 x 126mm</b>
Binding	<b>Hardback</b>
Age Range	<b>Adult</b>
Author	<b>Jessica Bumpus</b>
Extent	<b>160pp</b>
Word Count	<b>16500 words</b>
Rights Available	<b>World</b>

# Rolex: The Story Behind the Style



## Visual history of the iconic watch brand.

- Written by Rachael Taylor, a journalist specialising in jewellery who has written for *The Financial Times*, Conde Nast publications and *Retail Jeweller*.
- Illustrated with full colour photographs showcasing the brand's history.
- Cover finishes: mat lam and foil
- Comp title *The Little Book of Chanel* has sold in excess of 61k copies TCM.



# Rolex: The Story Behind the Style



PROVIDER: Hans Wilsdorf, the founder of Rolex.  
 RIGHT: Watchmakers of Rolex in its Swiss headquarters in Geneva in 1928.



more wearable product would one day make the larger pocket watch obsolete. He set about trying to change the image of wristwatches.

A fundamental step was finding a manufacturer called Angler in the Swiss town of Bienne that was making precision movements that could fit inside a wristwatch. Wilsdorf placed a large order, and soon Wilsdorf & Davis became one of the leading British wristwatch firms.

In a bid to establish his business as a brand rather than simply a dealer, Wilsdorf wanted to create a new name for the company: a catchy one that would look good on a dial and be easy to pronounce in many languages. He had experimented with many combinations of letters in search of this made-up name but failed to find anything that worked. Then, while riding through London's Cheapside on the upper

deck of a horse-drawn in 1906, it came to him. Or as he would later put it: "A gentle whisper: 'Rolex' in my ear."

Under this new name, Wilsdorf continued his quest to create reliable wristwatches with quality movements. In 1910, Rolex had a breakthrough when one of its products, powered by an Angler movement, became the first wristwatch in the world to receive the Swiss Certificate of Chronometric Precision – a mark of homological excellence. Four years later, another milestone would be achieved when the Kew Observatory in London awarded a Rolex wristwatch with a Class A precision certificate. This had previously only been given to marine chronometers used for navigation, and it further solidified the reputation of Rolex as a purveyor of precise timekeeping instruments.

In 1916, World War I broke out, and the following year the British government introduced a 33.3% customs duty as part of the war effort. By this time, Rolex's London office, which had a staff of 60 people, was exporting its watches all over the world and the tax change would make that difficult. As such, Wilsdorf made the decision to move the company to Bienne in Switzerland. It already had an office in La Chaux-de-Fonds, which it opened in 1917 for marketing purposes, but this move would remove it from the British watch industry altogether.

And, so, the legacy of Rolex's Swiss-made watches began, with the Swiss company Rolex S.A. registered in Geneva in 1920.

COPYRIGHT: TOP: A watchmaker operating in Rolex headquarters in Bienne in 1942. BOTTOM: Rolex shop in Geneva in 1920. RIGHT: Rolex watch in London in 1910.

## The Origins of the Oyster

With Rolex settled into its new home in Switzerland, the company continued to develop its watch offering with a focus on precision and durability, as well as building its brand. Though certainly catchy, the name Rolex had not become an overnight success. Tired of waiting for it to catch on, Hans Wilsdorf launched a major marketing campaign in 1925, pledging to invest at least £12,000 a year – nearly £1 million in today's money. He also increased the number of watches Rolex was producing with its own branding on the dial, as it has been producing both branded and unbranded watches up until that time.

A major leap forward for Rolex's brand was the launch of the Oyster in 1926. This new style of watch promised to be waterproof and dustproof thanks to a hermetically sealed case, proving its durability. It also made it an obvious choice for sporting activities, which would prove to be a rich source of marketing for Rolex in the years ahead.



The Oyster case had a patented system of screwing down the bezel, crown and winding crown against the middle case to seal the movement inside securely. The winding crown, which is made from 10 individual parts, was key to its action as it goes between the bezel and the middle case and its functional external elements.

The Oyster case would become the backbone of Rolex. Nearly every watch in its contemporary range features an Oyster case, and the name of all the models reference it. A Submariner is technically named an Oyster Perpetual Submariner and a GMT-Master II is an Oyster Perpetual GMT-Master II, and so on. The only exception is the 1908 dress watch, which does not have an oyster case.

Rolex's iconic fluted bezel is a showstopper in the early Oyster cases. Although these bezels are decorative now, the ridges originally served a purpose to allow a special tool to screw the bezel securely to the mid case.

COPYRIGHT: A 1926 Rolex Oyster Perpetual on a brown alligator strap. ABOVE: A close-up of a Rolex Oyster Perpetual case and bezel bezel.



## The World's Most Famous Watch Brand

Rolex has become shorthand for luxury. There is no watch you can strap on to your wrist that will be recognised for the status symbol it is quicker than a Rolex. And for many, this is the appeal.

Yet there was a time when the name Rolex – a word completely made up by the brand's founder Hans Wilsdorf – was not famous. It would take hard work, boundary pushing and a lot of self-belief on the part of Wilsdorf, a German orphan, to jettison the name into the upper echelons of horology; starting with convincing the pocket watch-wearing gentleman of the early 20th century that they wanted to wear the time on their wrist at all.

As you will discover, Rolex won its place in history by constantly questioning what was possible and innovating at all costs. It pioneered so many elements of watchmaking and design that are standard today, such as waterproof watches, placing a date window on the dial, and even removing the need to wind our watches.

It also found its way into some of the most exciting moments in history by placing Rolex watches on the wrists of adventurers and explorers. Its watches have travelled to the world's highest peaks and to the depths of the ocean; they have survived extremes of temperature, speed and pressure.

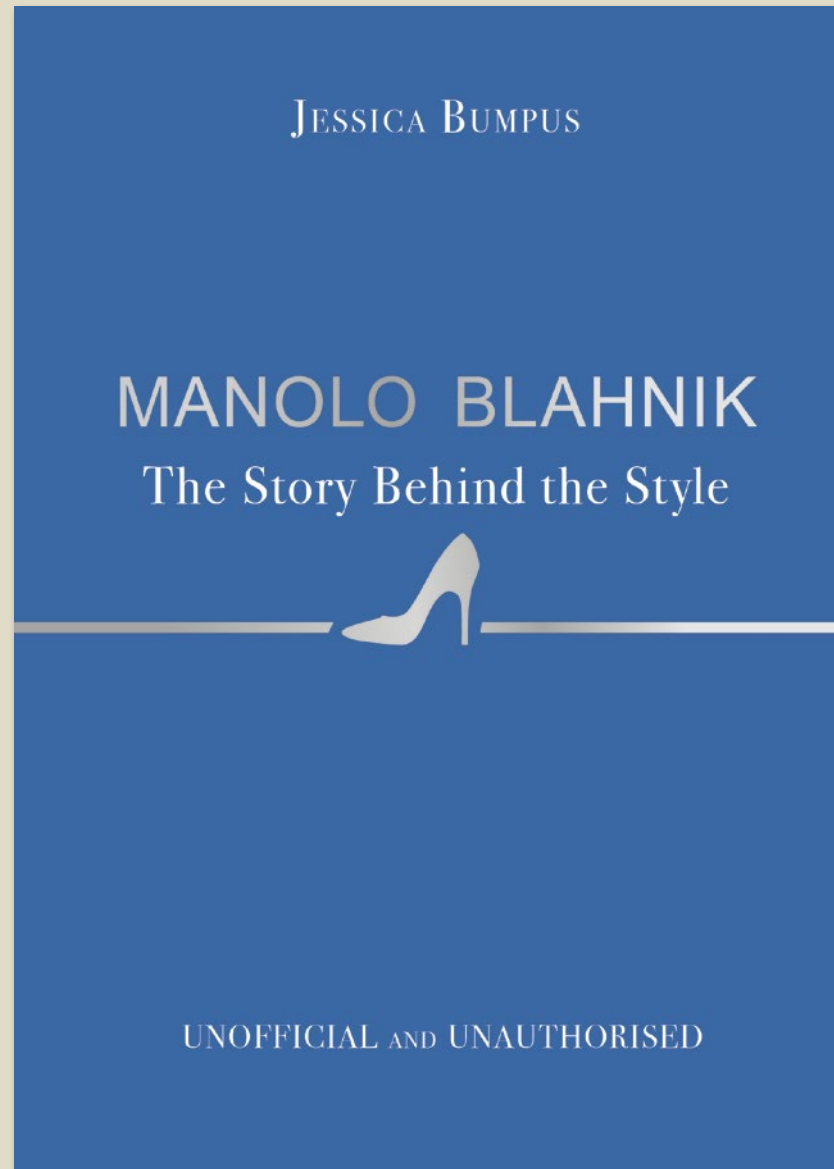
The story of Rolex is so much more than that of its watches. It is one of epic ambition and vision. What started out as a one-man band in London's Hatton Garden would become the epicentre of the Swiss watchmaking industry, and one of the most recognisable and coveted brands in the world.



ABOVE: A Rolex boutique in the GUM State Department Store on Red Square in Moscow.

Pub Date	26/10/2023
Pub Price	£13.99
ISBN	9781800787179
H x W	181 x 126mm
Binding	Hardback
Age Range	Adult
Author	Rachael Taylor
Extent	160pp
Word Count	16500 words
Rights Available	World

# Manolo Blahnik: The Story Behind the Style



## Visual history of the iconic shoe designer.

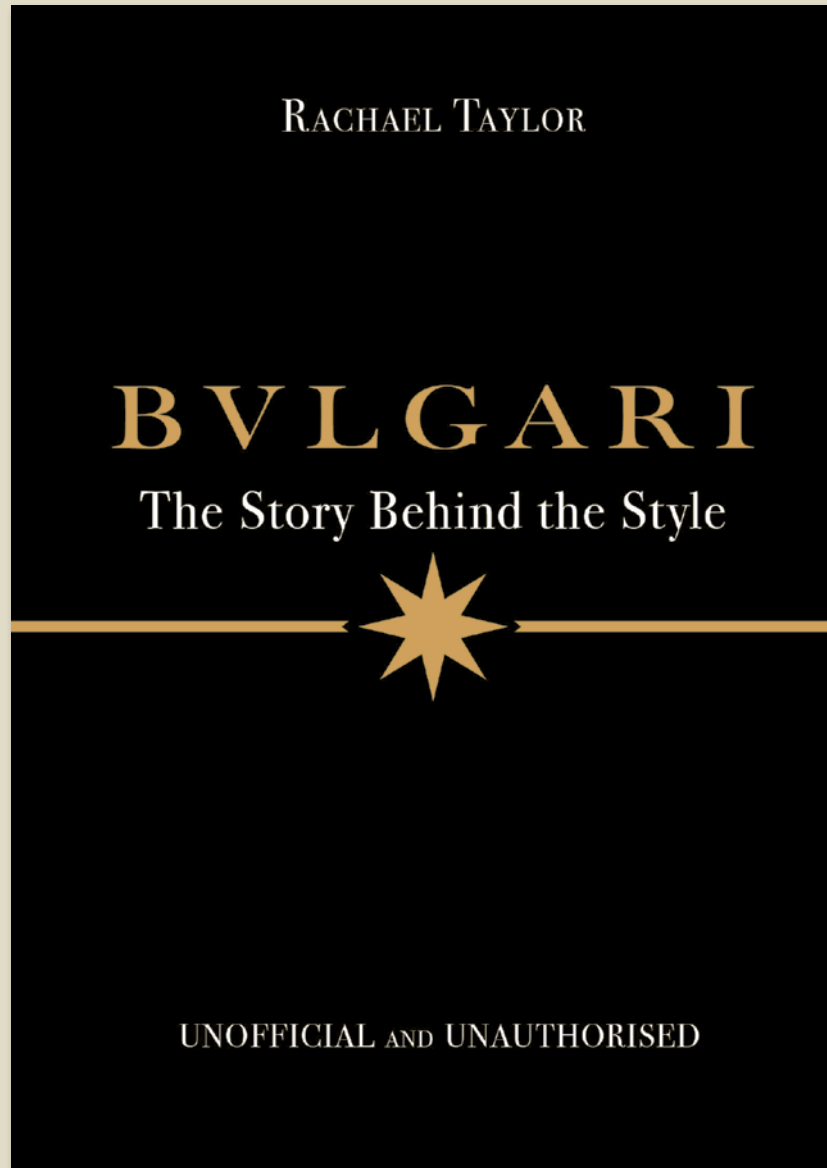
- Written by Jessica Bumpus, fashion editor formerly with *British Vogue* and author of *Vivienne Westwood: The Story Behind the Style*.
- Illustrated with full colour photographs showcasing the brand's history.
- Cover finishes: mat lam and foil.
- Comp title *The Little Book of Chanel* has sold in excess of 70k copies TCM.

# Manolo Blahnik: The Story Behind the Style



Pub Date	<b>24/10/2024</b>
Pub Price	<b>£13.99</b>
ISBN	<b>9781800789562</b>
H x W	<b>181 x 126mm</b>
Binding	<b>Hardback</b>
Age Range	<b>Adult</b>
Author	<b>Jessica Bumpus</b>
Extent	<b>160pp</b>
Word Count	<b>16500 words</b>
Freight On Board	<b>22/08/2024</b>
Rights Available	<b>World</b>

# Bulgari: The Story Behind the Style



## Visual history of the iconic jewellery brand.

- Written by Rachael Taylor, author of *Tiffany and Co*, *Cartier* and *Rolex*. Rachael is a journalist specialising in jewellery who has written for *The Financial Times*, *Conde Nast* publications and *Retail Jeweller*.
- Illustrated with full colour photographs showcasing the brand's history.
- Cover finishes: mat lam and foil.
- Comp title *The Little Book of Chanel* has sold in excess of 70k copies TCM.

# Bulgari: The Story Behind the Style



## Elizabeth Taylor

One of Bulgari's most famous clients in its *La Dolce Vita* era – and long afterwards – was Elizabeth Taylor. The American actress first discovered Bulgari when she was filming *Cleopatra* in 1962. Some of the film was shot on location in Italy, and it is said that when she had time between takes, or wished to escape the paparazzi, she would head to Via Condotti to try on Bulgari's masterpieces. When she did, she was allowed to enter through a secret side door that provided her with a private courtyard in which to park.

Taylor was a famous jewellery collector, and often negotiated pieces of jewellery as part of her film contracts. She even published a book about her obsession in 2002 titled *Elizabeth Taylor: My Love Affair with Jewellery*. Therefore, it was little wonder that downtime in Rome led her to Bulgari.

Taylor's portrayal of Cleopatra also helped to make a Bulgari icon truly iconic: the Serpenti watch. Although she

didn't wear her watch during filming, she was photographed wearing it on set for a publicity still, and the snake-like design chimed perfectly with the Egyptian theme of the film. Her endorsement of the Serpenti watch transformed a quirky accessory created by a local Roman jeweller into a global icon.

Bulgari wasn't the only burgeoning love affair in Taylor's life at that time. She was also starting a romance with her *Cleopatra* co-star Richard Burton, who would become her

OPPOSITE: Elizabeth Taylor (above) in costume for *Cleopatra* in Rome in 1962, wearing an exquisite all-diamond Bulgari necklace.

BELOW LEFT: Elizabeth Taylor at Cleopatra in the 1960s film of the same name.



BELOW RIGHT: Diamond and sapphire Bulgari Serpenti necklace by Bulgari's iconic snake motif.



movement made it another record breaker. The ultra-thin minute repeater movement – housed in a titanium case to amplify the sound of the chiming mechanism that is the hallmark of this complication – was 3.12mm thick.

The following year, Bulgari presented another ultra-thin watch. The Octo Finissimo Automatic was not complex in terms of watchmaking, but it set a new record for size as the thinnest automatic watch on the market at 5.17mm, with a movement just 2.23mm tall.

Bulgari's next attempt would break two records. In 2018, it presented the Octo Finissimo Tourbillon Automatic. It was the thinnest automatic watch at 3.95mm, and also the thinnest tourbillon in the world.

The obsession with record-breaking ultra-thin watchmaking rolled on. In 2019, the Octo Finissimo Chronograph GMT became the thinnest mechanical chronograph movement at 3.3mm, set in a 6.5mm titanium case. In 2020, the Octo Finissimo Tourbillon Chronograph Skeleton Automatic

was named the thinnest tourbillon chronograph with a case depth of 3.5mm. And in 2021, the Octo Finissimo Perpetual Calendar became the thinnest perpetual calendar watch at 5mm thick.

In 2022, to mark the 10-year anniversary of the relaunch of the Octo line, Bulgari presented another impressive watch that smacked the others out of the park. The Octo Finissimo Ultra became the thinnest mechanical watch on the planet, with a case size of just 1.8mm.

OPPOSITE: Automatic tourbillon from Bulgari's Octo Finissimo collection.



BELOW LEFT: Bulgari Octo Finissimo Skeleton 8 Days (left) on display next to an Art Deco bracelet of an independent watchmaker (left) Grand Prix d'Horlogerie de Genève (right), 2007 (right) on display.



BELOW RIGHT: A watch on display next to a Bulgari Octo Finissimo.

## New York

New York was the location of the brand's first international store since Sartoris's early expansion ended. The brand's products were already being sold in the US through an agent, but in 1972 it opened a boutique within the Pierre Hotel on the edge of Central Park.

In America, Bulgari positioned itself as luxury jewellery for women who wanted to have fun. It was tapping into the easy-going sexiness reinvented in a campaign starring the American singer Cher. Bulgari described its jewels as "real, but not too serious". In that campaign, Cher was wearing a collection called Stars and Stripes that Bulgari had created to celebrate the Pierre boutique opening. The collection used coral, lapis lazuli, enamel and diamonds to create stars



OPPOSITE: A Bulgari ring with diamonds, sapphires and lapis lazuli on the American flag which was worn by Nancy Reagan in 1976.

BELOW: When Bulgari opened its New York store, Bulgari's first international store, the brand created a collaboration with a guide from Andy Warhol.



and stripes motifs in reference to the American flag.

Bulgari added pieces to the Stars and Stripes collection throughout the 1970s and into the early 1980s, but today it is a rare find on the secondary market, making it the holy grail for Bulgari collectors.

A special Stars and Stripes ring was made for former First Lady Nancy Reagan to wear at the centenary celebration of the Statue of Liberty. The ring on the gold ring was constructed with rubies, blue sapphires and diamonds. The ring came up for sale at Sotheby's in 2016 and fetched \$19,000.

By the late 1980s, Bulgari had expanded in Pierre Hotel boutique and moved to a larger location at 730 Fifth

## Bulgari's First Signature Design

Every great jewellery house needs a signature design, and for Bulgari its first was the Trombino ring, which was created in 1932. The design was a labour of love for Giorgio



Bulgari, quite literally: it started out as a sketch for a ring with which he hoped to propose to Leonilde Gulienetti. For someone as passionate about jewels as Giorgio, the ring had to be perfect.

His design was for a ring that would elevate the central stone above the band, creating a sense of volume. This prominent setting is what inspired the name Trombino, which translates from Italian as "little trumpet", as the profile does indeed look trumpet-like.

He worked purely in white diamonds, as was the fashion at the time. As well as a central stone, diamonds crowded the band, but rather than simply creating a blanket of stones in a pavé setting, Giorgio sought to add a little flair.

In addition to pavé diamonds, he added graduated baguette-cut diamonds that led away from the central stone, almost like a ladder. This placement of baguettes created an even more prominent stage for that elevated central diamond, drawing the eye to it.

Giorgio was delighted with his final design, and steered his nerves for the proposal. Leonilde must also have been pleased with it, as she agreed to marry him.

So striking was the ring that it soon caught the attention of Rome society, and Giorgio realised that what had started as a personal project had huge potential for his company. And so, he began to produce the Trombino for his clients, and the 1930s design remains popular to this day.

OPPOSITE: An all-diamond and platinum Bulgari Trombino ring, which sold for US\$57,150 at Sotheby's in 2023.

Pub Date	24/10/2024
Pub Price	£13.99
ISBN	9781800789579
H x W	181 x 126mm
Binding	Hardback
Age Range	Adult
Author	Rachael Taylor
Extent	160pp
Word Count	16500 words
Freight On Board	22/08/2024
Rights Available	World



# The Story Behind series

Created by Unknown!  
[help@circularsoftware.com](mailto:help@circularsoftware.com)

Updated 14 November 2024

[bookshelf.bonnierbooks.co.uk/collections/The-Story-Behind-series](https://bookshelf.bonnierbooks.co.uk/collections/The-Story-Behind-series)