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Diamonds are forever

鑽石恒久遠

CRYSTAL speaks with Josephine Archer, business manager of Argyle Pink Diamonds, about one of the most significant diamond tenders in the world.

WORDS: KYLIE FLAVELL

What does the Argyle Pink Diamonds Tender entail?

It is known as the most highly sought after and exclusive diamond event of the year. Now entering its 26th year, the Tender showcases the rarest and most valuable pink diamonds from Rio Tinto's Argyle diamond mine in the East Kimberley region of Western Australia.

While the Argyle Diamond Mine is one of the world's largest diamond mines, less than one 10th of one percent of the diamonds is pink. And for every million carats of rough diamonds produced at the mine, only one carat makes it to the Tender table, making them literally 'one in a million' diamonds.

Argyle's pink diamonds are keenly sought after by fine jewellers, collectors and investors. The number that remain in their boxes as treasures and proud heirlooms are often a source of shared delight within the industry, and the story of the win and ensuing love affair always makes me smile when the opportunity arises to hear the tale.

Each year the Argyle Pink Diamonds Tender travels internationally to viewing locations such as New York, Tokyo, Hong Kong, London, Geneva and Mumbai. This year the Tender is travelling to New York, Hong Kong, Shanghai and our

《水晶》與阿蓋爾粉紅鑽石 Argyle Pink Diamonds 的市場行銷主管約瑟芬·阿徹 Josephine Archer 談論世界最舉足輕重的鑽石拍賣會之一。

可以介紹一下阿蓋爾粉紅鑽石拍賣會 Argyle Pink Diamonds Tender 麼？

拍賣會被認為是一年之中最受歡迎的頂級鑽石盛會。今年已經是第26個年頭。拍賣會展示力拓公司 Rio Tinto 位于西澳 Western Australia 東金伯利 East Kimberley 地區的阿蓋爾鑽石礦 Argyle Diamond Mine 所生產的最為珍稀的粉紅鑽石。

雖然阿蓋爾鑽石礦是世界最大型的鑽石礦之一，但僅有千分之一鑽石是粉紅鑽石。而鑽石礦每百萬克拉未加工鑽石中，僅有一克拉有資格被呈現在拍賣桌上，可謂『百萬選一』。

阿蓋爾的粉紅鑽石是珠寶商、收藏家和投資者狂熱追逐的對象。仍然存放在首飾盒里，被視為瑰寶或者傳家之寶的粉紅鑽石為數甚多，已經成為行內流傳的佳話。而那些時而有機會聽到的贏得愛情或者促成喜事的故事總是令我感到欣慰。

每年，阿蓋爾粉紅鑽石拍賣會都會到世界各地，在紐約、東京、香港、倫敦、日內瓦和孟買等城市舉行展覽。今年拍賣會將在紐約、香港、上海和我們的家鄉珀斯巡展。約有200家公司會榮幸地收到私密觀賞的邀請。他們會進行不公開的秘密

above and opposite:
Argyle Pink Diamonds

Luxury jeweller Laurence Graff purchased one of the early Argyle Pink Diamonds Tenders in its entirety, using all the pinks in one large creation – which he sold to the Sultan of Brunei within two minutes of showing it to him.

hometown of Perth. Around 200 companies are privileged with an invitation for a private viewing and they place sealed bids in their efforts to secure one or several diamonds or indeed the entire collection. Record results are produced year on year making the opening of the bids an exciting process with no advance knowledge of the outcomes or what the market will be prepared to pay for these increasingly rare treasures.

Around 50 stones are sold via our annual Tender and with an expected mine life of around another decade, it is remarkable to consider that only around 500 of these incredible gems remain within the mine and will be offered to the market.

Last year the Tender was titled 'Grand Passions and Great Loves' and we had three incredible hero stones – Argyle Amour a 2.61 carat heart-shaped pink diamond, the most valuable heart-shaped pink diamond ever produced from the Argyle mine in Western Australia; Argyle Shalimar a magnificent 1.25 carat round pink diamond named after the exotic Shalimar Gardens built by an Indian emperor as a gift for his wife; and in the history of great loves, Argyle Scarlett, a 1.10 carat oval-shaped classic pink diamond.

At the time of writing, I cannot reveal the 2010 heroes but I can break cover on an amazing 2.02ct round brilliant stone that is certain to attract intense bidding.

What distinguishes a high quality diamond and in terms of price, what is the range?

In the world of coloured diamonds it is the intensity of colour that most influences price with size, shape and clarity in line after that. A red diamond is the rarest and most valuable of coloured diamonds, and can command well in excess of US\$1 million per carat.

The Argyle mine produces over 90 percent of the world's pink diamonds, along with a sprinkling of grey violets, which are cornflower blue at their most prettiest. Then the rare red diamonds of which a year's production is so limited that we may be fortunate to have one or two in the annual Argyle Pink Diamonds Tender.

Can you tell us about the type of clientele this Tender attracts?

Luxury jeweller Laurence Graff purchased one of the early Argyle Pink Diamonds Tenders in its entirety, using all the pinks in one large creation – a magnificent tremblant flower brooch, which he sold to the Sultan of Brunei within two minutes of showing it to him. Tremblant flowers date back to the 18th century, and Graff's contemporary version was composed of all the different sizes and shapes of pink diamonds from the Argyle mine, put together into one magnificent piece.

Then there are hard-nosed investors looking to diversify their portfolio and Argyle Pink Diamonds Tender stones are a portable form of wealth that have outperformed major equity indices over time.

Finally there are diamond aficionados where it is less about commerce and more about the love of beautiful stones. **C**



出價，以期望得到一顆或幾顆鑽石，甚至是整個收藏。每一年都會有史無前例的拍賣結果揭曉，在對市場的出價沒有任何預見的情況下，揭開這些日趨珍稀瑰寶的競標價是件相當刺激的事。

每年拍賣會大約會出售50塊鑽石，而鑽石礦的開采壽命只剩十年左右。只有約500顆這樣絕美的寶石會產出並在市面出售，這是相當令人驚嘆的數字。

去年拍賣會的主題是『情之濃愛之切』Grand Passions and Great Loves。我們呈現了三顆王者之钻—阿蓋爾之愛 Argyle Amour是一顆2.61克拉的美钻，是西澳阿蓋爾礦史上最為珍貴的心形粉紅鑽石；阿蓋爾愛的花園 Argyle Shalimar是一顆驚艷的1.25克拉圓形粉钻，以一位印度君王為其愛妻所建造的愛的花園 Shalimar Gardens 而命名；而以偉大愛情史詩為靈感的阿蓋爾斯佳麗 Argyle Scarlett，是一顆1.10克拉的橢圓形經典粉钻。

在截稿之時我還無法將2010年的王者之钻公之于眾，但是可以斷言，一顆2.02克拉的圓形艷麗鑽石絕對會激起競拍熱潮。

應該如何辨別一枚高品質鑽石，而就價格來講，大概在什麼價位呢？

在彩色鑽石的世界里，色澤的深淺是決定價格的最主要因素，其次是大小、形狀和純淨度度。彩色鑽石之中，粉紅鑽石是最為珍稀昂貴的一種，價格最高可以超過每克拉一百萬美金。

阿蓋爾礦出產全世界90%以上的粉紅鑽石，同時還會零星夾雜些深紫羅蘭色鑽石，其中最迷人的是矢車菊藍色美钻。除此之外便是每年產量極其有限的紅钻，在年度阿蓋爾粉紅鑽石拍賣會上能夠見到一兩顆就是萬幸。

可以談一下這個拍賣會所吸引的是什麼樣的顧客麼？

奢華珠寶商羅倫斯•格拉夫 Laurence Graff 通盤購下了早前一次阿蓋爾粉紅鑽石拍賣會的展品，用所有的粉紅鑽石制造了一件大型珍寶—之后，文萊的蘇丹在看到寶物之后的幾分鐘內就將其購入囊中。彈簧花飾的歷史可以追溯至18世紀，而格拉夫的現代詮釋是以不同大小形狀的阿蓋爾礦粉紅鑽石鑲嵌而成，美艷絕倫。

除此之外，還有旨在使投資多樣化的精明投資家。阿蓋爾粉紅鑽石拍賣會的寶石被他們視為是一種可攜帶形態的財富，而且時間證明其表現遠遠勝過大多數的股票指數。

最后還有鑽石狂，對他們來說，經濟效益不是主要的，更重要的是出于對美艷寶石的狂熱迷戀。 **水晶**