



# Gentlemen prefer cufflinks

When considering insurance valuations, cufflinks, dress sets, hip flasks and pocket watches can easily be overlooked. Although they are not usually at the forefront when considering jewellery valuations, they should be

This, of course, is not helped by the fact that they so often dwell in a down-at-heel stud box or the dark recesses of the sock drawer. Also, in the current climate of casual workplace attire, where ties are often discarded, it may be counter-intuitive to learn that the popularity of cufflinks remains as solid as ever.

Gold prices are at a year high and up over 30% on this time last year. Whilst the increased price of gold may not directly affect many of the lady's gem-set jewellery, this is not the case with gentlemen's accessories where the gold content is significant. Clients are often surprised to learn that although the price of the pocket watch they have inherited may have remained relatively stable, the accompanying watch chain (frequently the more valuable item) has increased in value significantly over the last year or two. This is often due to the increased gold price.

This strong demand for cufflinks is especially fierce with vintage, high-end brands such as Cartier, Boucheron, Van Clef & Arples and Tiffany. A search of auction results will show that branded cufflinks and dress sets often significantly exceed pre-sale estimates, even where the materials involved are not of intrinsically high value. For instance, a pair of Lalique green glass cufflinks with 3 accompanying dress studs sold in 2017 for £2,900. This is working against a pre-sale estimate of £200-£300, even given that all three of the dress studs were crack

These sort of auction results suggest that many people may be significantly under-insured if they own vintage or antique pieces or indeed gold cufflinks bought when the gold price was lower and the market less volatile than it is currently.

It is also important to consider the value of unbranded cufflinks where gold is not the principle material. Although gem-set cufflinks and dress sets more readily suggest that insurance is needed, rock crystal, enamels in both gold and silver, crystal intaglios, onyx, jade and even semi-precious stones such as agates and amethyst all need to be considered as appropriate for insurance.

It is possible that one might not replace certain items of jewellery on a like for like basis, but most men would want to replace cufflinks in the event of loss, so an accurate and up to date insurance valuation is crucial

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**Courtesy of  
Doerr Dallas Valuations**

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