

NEWS

THOUGHTS FROM THE SHOWROOM...

Welcome to Frank Dale & Stepsons Autumn newsletter

With all of the motoring events throughout the simply glorious summer we enjoyed in the UK, as well as visits from many of our customers to the showroom, it's been a busy few months at the company.

It was a summer of hose pipe bans, scorched lawns, a World Cup tournament that finally gave England fans something to cheer about and be proud of – not to mention Gareth Southgate's waistcoats, (clearly a trend I had already started as many of you know), a royal wedding featuring the beautiful and regal Phantom IV from the Queen's collection and most importantly many hours of enjoyment behind the wheel of numerous classic convertibles. Were you one of these lucky drivers? I certainly hope so. One thing the British sunshine can remind you of is how wonderful it is to be out on the open road in a classic car you love!



We always try to attend as many motoring events as we can at Frank Dale and this summer was packed with them.

May and June are always busy months for us with the club rallies taking place and the traditional season opener in the UK for Rolls-Royce and Bentley lovers is usually the RREC South of England rally which moves from venue to venue each year. This year's host was the fabulous Brooklands motor circuit, steeped in automotive history. The motor museum is well worth a look and if you venture up onto the remaining section of original track, you get a great feel for what those brave drivers back in the 1920's went through, haring along at furious speeds around the banking of the famous circuit.

When I visit, I always like to pay homage to my grandfather Jack Crickmay who raced at Brooklands during that era. He had some success too, with a plaque dedicated to him and his motoring achievements mounted on the clubhouse wall.

Emma and I took BC10AF along to join the gathering of cars. The sun was out, it's not too far from home and it was a very pleasant drive through the avenues of northwest Surrey. There were some lovely cars on display, particularly in the pre-war section. One of my favourite cars was in attendance; a Rolls-Royce Phantom II Continental saloon with coachworks by Kellner, which sports a magnificent and grandiose interior that suits it beautifully.



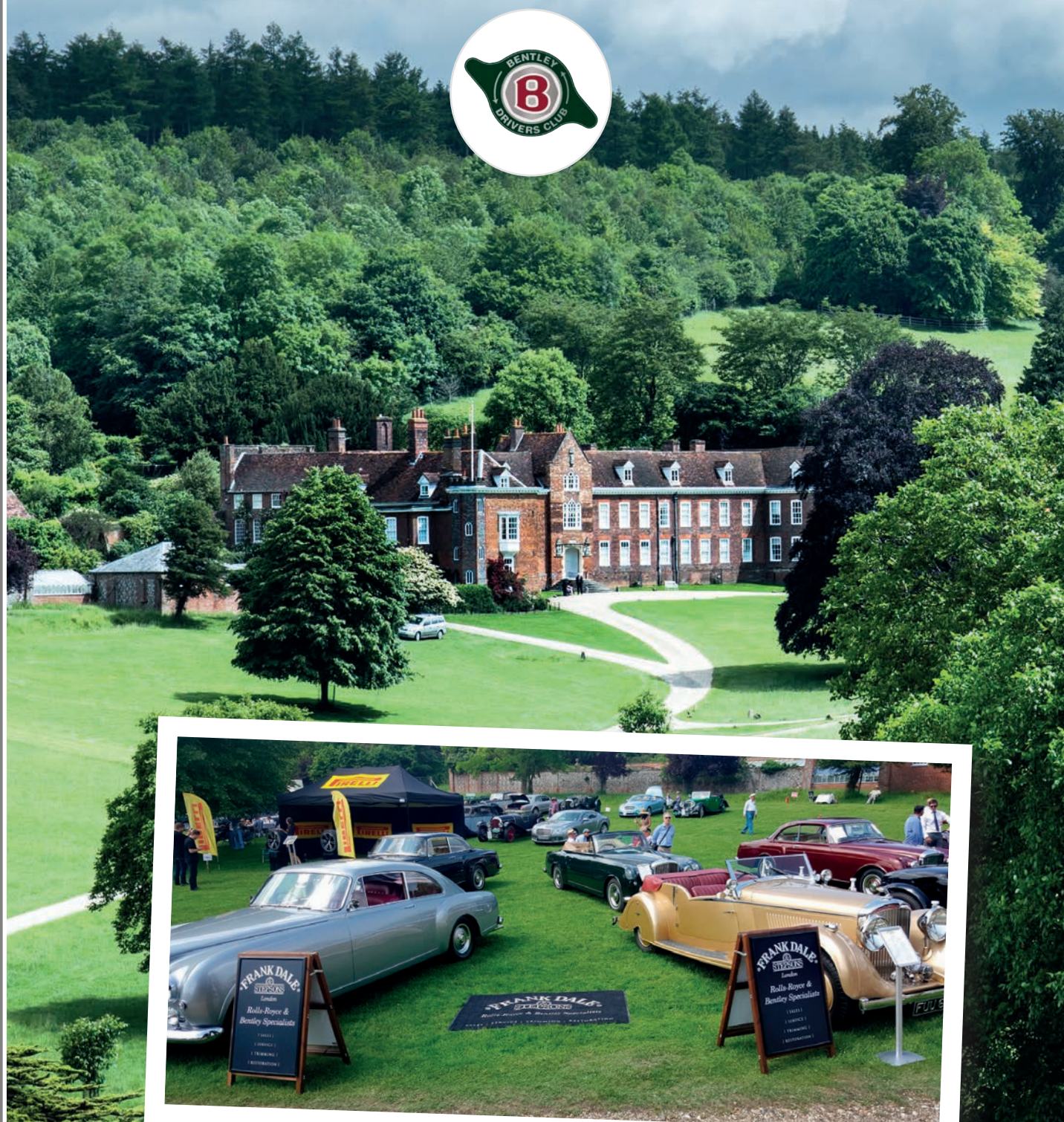
Next in line was the Bentley Drivers Club national rally at beautiful Stonor Park in the Berkshire countryside.

Our merry band of drivers set off from London early that morning with five Bentleys in convoy giving the traffic on the M4 a sight to drool over on our way to the venue. It is always a joy to receive waves and toots of appreciation from other road users when we take these magnificent cars out on the road where they belong. A feeling I'm sure you can relate to from your own classic cars.

Our four car stand was busy all day and I'm delighted to say we also secured a sale at the event. We also represented Chassis No BC4AF in the concours which came perhaps a little too soon if truth be told. Time beat us

to the post and we hadn't managed to complete the car in full, for concours standard judging.

Whilst I was frustrated by this set back the car still received "highly commended" in the concours and also won the people's choice award at the prize giving ceremony. Following a homemade picnic lunch for our supporting team, a catch up with some friends and their cars plus a stroll around the beautiful Stonor Park gardens, which I would fully recommend by the way, we headed back to London, a little more tanned than we had started the day thanks to the beautiful weather.

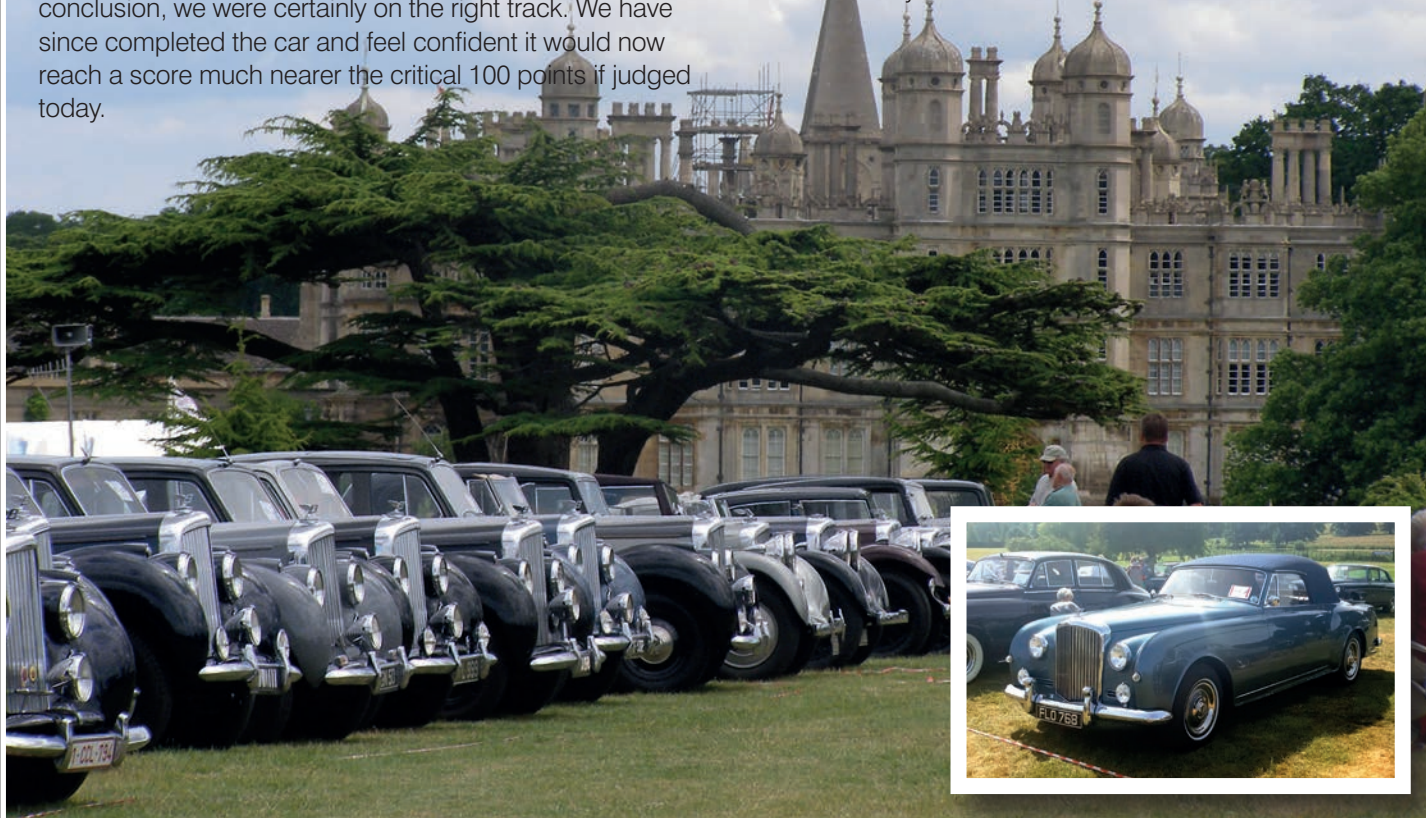


Two weeks later and we were heading north to the wonderful Burghley House in the picturesque town of Stamford, Lincolnshire for the annual RREC national rally and concours.

A larger event than the Bentley rally, it stretches over three days, with more cars, more visitors and tougher competition in the concours. We had a four car stand and were once again blessed with gorgeous weather, with temperatures around 27 degrees for the three days. As well as our sun hats on display we took with us a charming Harrison bodied Rolls-Royce 20HP with a Tickford roof, a 4 ¼ Litre Open Tourer Derby Bentley by Corsica, a Silver Cloud III drophead coupe by Mulliner/Park Ward and also BC4AF which was entered into its next concours. Following a few extra days work post the Bentley concours to cover some of the outstanding points, I felt much happier with BC4AF being entered into the RREC concours. The car achieved a very worthy score of 93/100. Sadly, this wasn't quite enough to win a prize, shy by two points from first place and one from second place in class, but with the restoration now heading towards its conclusion, we were certainly on the right track. We have since completed the car and feel confident it would now reach a score much nearer the critical 100 points if judged today.



However, entering a concours is not something Frank Dale have done historically but we are changing that with a personal ambition of mine and the team's hunger for excellence, so we will be entering cars we have restored into more concours events in the coming years, a challenge we relish. For our first concours events we certainly came away with one lesson learnt: if the car isn't finished, fettled and tested exactly how you want it to be, leave it for next year!



BURGHLEY



CONCOURS OF ELEGANCE
HAMPTON COURT PALACE



At the end of August we returned to Henry VIII's favourite London residence, Hampton Court Palace, for the Concours of Elegance.



This beautifully organised event is fast becoming one of our favourites in the motoring calendar. This year we had three cars on display, two post war Bentley Continentals and a lovely 1937 Bentley 4 1/4 Litre with Gurney Nutting coachwork. We also represented BC4AF in the main event which we were very proud to do once again, especially as the restoration was now finished in comprehensive fashion just a couple of days before the start of the event.

On Friday morning the cars in the sixty strong concours

drove through the palace gardens as part of the grand parade, and what a sight they made with the backdrop of the magnificent Hampton Court. The three day event was blessed with blue skies and crowds there to admire not only the cars, but the beautiful location.

The best of show honours went to Bruce McCaw's stunning 1928 Mercedes-Benz, following on from its best of show win at Pebble Beach in 2017 and few could argue with this result.

We chose to do the Goodwood Revival slightly differently this year, by attending as visitors rather than exhibitors, which was a new experience for us, but a very enjoyable one none the less. Emma and I drove down to the famous track on Saturday morning, selecting an S1 Continental drophead coupe by Park Ward as our wheels for the day. Driving such a car through the winding West Sussex countryside on a sunny September day is hard to beat.

A quick pitstop in Petworth for lunch was enjoyable and we arrived in good spirits to take in the event. The first thing we noticed was how busy the pre 1966 car park was, fit to bursting with a huge array of classic motor cars.

It was too good to walk idly by and we spent over an hour inspecting the cars before we walked through the gates of the main event. Along with several Bentleys and Rolls-Royces parked up, some notable cars in attendance were a couple of well exercised W.O. Bentleys, a lovely R Type Continental, and "Nelly" The Taj Mahal Rolls-Royce Silver Ghost. We also admired lots of lovely classic British sports cars with a notable array of European registration plates – always pleasing to see visitors from all over the continent sharing the Brits passion for our classic cars. A quick look around the auction tent was followed by some trackside action, watching the brave and spirited vintage racing that makes Revival what it is. As the Spitfires buzzed around the skies, we set off back to Surrey following a very enjoyable day.



MARKET REPORT



The most high profile and eagerly anticipated auctions of the year are during Monterey car week and with good reason as the catalogues are arguably the best quality of the year, so I think it is important to study these results in particular when looking at the classic car market as a whole.

Bonhams kicked off the week at The Quail with a very respectable \$37,000,000 sale and a sell through rate of 87%. The 6 1/2 Litre Bentley by Barker sold well at \$1,655,000 following its recent restoration and other great results included the sale of the 1937 Mercedes Benz 540K Sports Roadster for \$3,277,500.

Bonhams



Sotheby's

The two day RM Sotheby's sale had numerous big ticket cars offered, none more so than the holy grail of Ferraris, a 1962 Ferrari GTO which made \$48,405,000 when the dust settled. Other great success stories during the sale included the 1963 Aston Martin DP215 which made \$21,455,000 and the 1966 Ford GT40 Mk II which made \$9,795,000. A total of \$158,000,000 of cars were sold at a sell through rate of 83%.



RM Sotheby's



Darin Schnabel © 2018 Courtesy of RM Sotheby's



RM Sotheby's/Simon Clay



Patrick Erzen © 2018 Courtesy of RM Sotheby's



Gooding completed the proceedings for the week, totalling near \$116,000,000 worth of sales at a rate of 83%. Feature lots that did very well included the 1935 Duesenberg SSJ which sold for \$22,000,000, almost double its pre-sale estimate. I imagine Gooding had a very happy vendor on their hands that evening. Other big ticket cars included a 1958 Ferrari 250GT Tour de France which sold for \$6,600,000 and a 1955 Maserati A6GCS Spyder for \$5,170,000.

With each great success, there are also the inevitable disappointments. High profile failures included the 1962 Ferrari 250GT at Bonhams, the 1968 Porsche 908 Works Short tail at RM and the 1956 Maserati A6G/54 at Gooding.

However, the sales were very positive on the whole, eclipsing the totals from 2017 by some \$30,000,000.

There was also a greater number of Rolls-Royce and Bentleys offered for sale at Pebble Beach this year than in previous years.

Notable successes came in the form of the 1956 Bentley S1 Continental drop head coupe by Park Ward which sold for \$1,655,000. In my view this model is becoming the 'must have' post war Bentley to many collectors and the combination of left drive configuration and attractive two tone colour scheme helped this particular car achieve a handsome price.

Another desirable post war model up for sale was a 1958 Bentley S1 Continental Fastback by H.J.Mulliner which sold for \$912,500. Again a great specification, the attractive colour scheme and high quality restoration proved a winning combination for bidders.

And whilst seemingly less valuable a 1959 Bentley S1 Continental Four Light Flying Spur by H.J.Mulliner (the rarest of the four door saloons by this coachbuilder) sold for a very decent price at \$296,500.

All three of these cars are difficult to acquire, have beautiful colour schemes and come with excellent pedigree having been prepared by noted specialists. It seems that more and more this proves to be a recipe for success.

However, auctions are nothing if not a surprise sometimes and a notable failure on this occasion came in the form of the very important R Type Continental Chassis No BC1A, the very first production car. Perhaps the cost of necessary improvement works and the slightly quirky colour scheme of this car didn't spark the imagination or appetite of bidders on the day.

All in all, the overall results were very good for Rolls-Royce and Bentleys that featured at these sales.



Super Saloons at Frank Dale & Stepsons

We currently have a beautiful selection of saloons in various styles and designs in our showroom.
Here are some of the options we currently have available

1957 Bentley S1 Standard Steel Saloon Chassis No B282EG

Smoke and sage green with light green leather piped dark green. A very high quality example in its original colour scheme. Restored in the 1990's and still in excellent condition throughout.

£65,000



1958 Bentley S1 Sports Saloon by James Young Chassis No B140BA

Tudor grey over dark blue with a beige leather interior piped blue. One of just twenty six examples built to Design No B10 and in lovely condition.

£125,000



1959 Bentley S1 Continental Six Light Flying Spur by H.J.Mulliner Chassis No BC8GN

Gunmetal grey with St James red leather. In excellent condition following restoration in recent years.

£235,000



**1961 Bentley S2 Continental
Four Light Flying Spur by H.J.Mulliner
Chassis No BC99BY**

Red with a beige leather interior. One of just four examples built to Design No 7508/B in right hand drive. A real collector's item.

£175,000



**1964 Bentley S3 Standard Steel Saloon
Chassis No B524LEC**

Smoke green with a beige leather interior.
A one family owned car from new with just 60,000 miles.
Beautiful and complete in every respect.

£85,000



**1965 Rolls-Royce Silver Cloud III Sports Saloon
by Mulliner/Park Ward Chassis No CSC111B**

Black with a beige leather interior. Extensively restored in recent times and fitted with air conditioning.

£235,000



Away from the auctions and back at the sales department of Frank Dale & Stepsons, we have enjoyed a steady and decent trade over the last few months.




Continental's remained very much at the forefront of the desired models with a number of R and S Type Continentals finding new homes from our showroom. I'd like to think we currently have the best selection of post war coach built Bentleys that we have ever had to offer for sale so we are anticipating more success in the closing months of 2018 to round out another year. The overriding factor I have become ever more convinced of is that quality sells. For example, the cars we have sold over the past few months from our inventory have been some of the very best, with the most desirable coachwork, in the best condition, and they have often been the most valuable cars we have had for sale. The discerning collectors will still pay for quality, and rightly so.

So, my appraisal of the market in general? Over the past few months it's been very much a tale of two continents. The desire to purchase in the US appears to be very high. We have certainly sold more cars to the US in recent years, no doubt aided by the weakness of Sterling so perhaps this is helping to keep the North American market seemingly very buoyant and upbeat.

The behaviour of the European market, on the other hand, appears to be slightly more cautious when compared to the US. Perhaps the lack of confidence around the Brexit process is holding things up in some people's minds.

One thing I do know from my own experience and those of our predecessors is classic cars of special marques have weathered unfavourable political and economic conditions on many occasions, in different eras, and every market place is cyclical so my best advice is to avoid the doom mongers and keep your passions alive, that alone breeds confidence!

Until next time, happy motoring!

 Giles



Just a few of the beautiful R and S Type Continentals we have sold in recent months.



THOUGHTS FROM THE WORKSHOP

Busy, busy, BUSY! Those are three words that spring to mind when describing the service and restoration department at Frank Dale & Stepsons. We have just closed off the third quarter of 2018 and it's been our busiest on record.

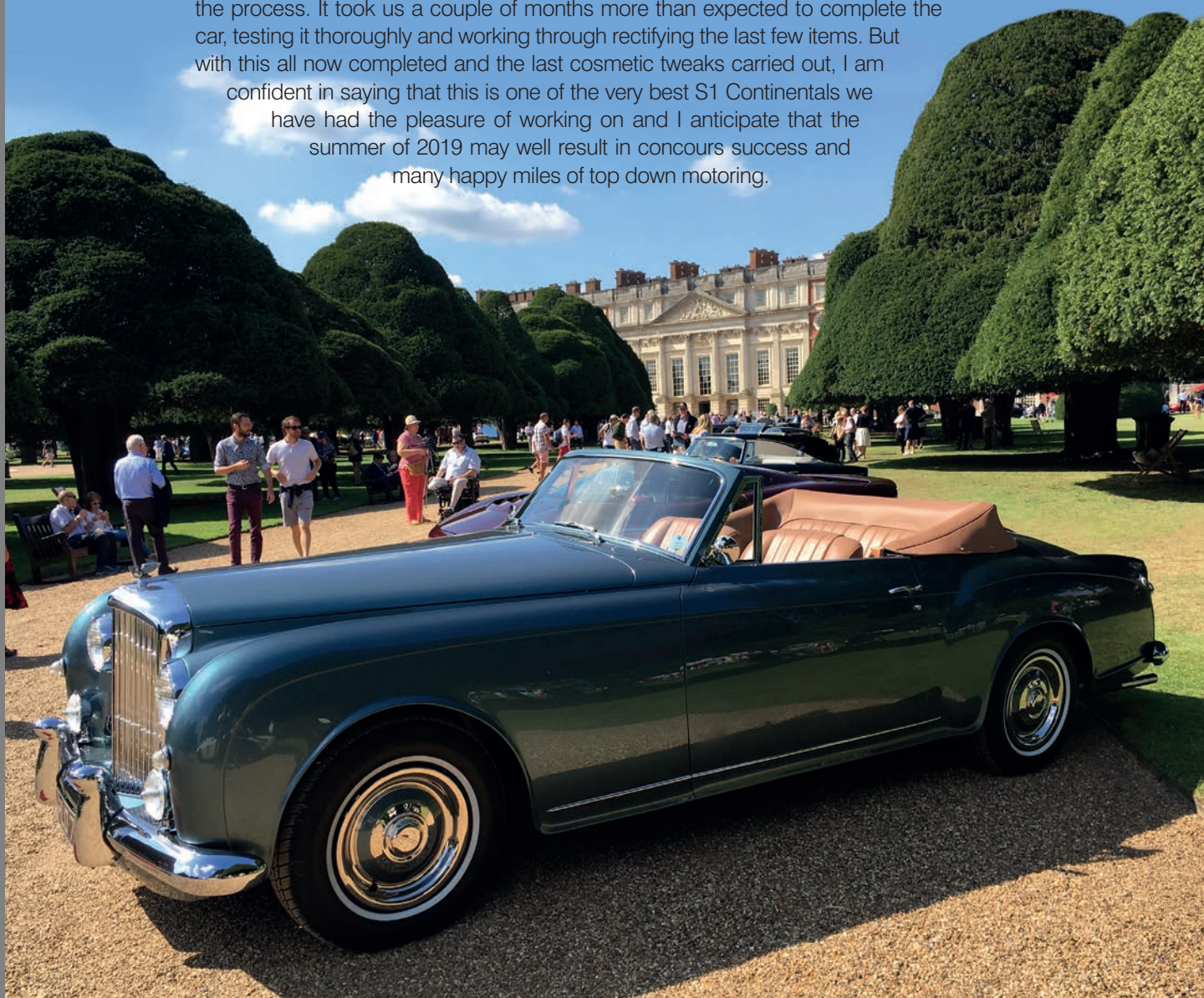
The long term projects we have been working on over the past few months have all progressed very well. One in particular is a Bentley S2 Continental drophead coupe by Park Ward, with factory upgraded S3 Continental front wings. The coachwork had to be extensively restored, structurally speaking, due to corrosion but this is all now completed with the coachwork now in arguably better condition than when it was new. The panels have all been shaped and gapped beautifully, with the primer recently applied and blocked down. The car has now made its way back to the workshop to have the freshly overhauled engine reunited with the car and a new wiring loom fitted. The chassis and engine bay cosmetics are also looking first class and I am very much looking forward to seeing this project progress further in the run up to Christmas. It should be looking beautiful for the summer of 2019, for touring and concours entry.

A new and extensive restoration that has begun in recent weeks is that of a Rolls-Royce Phantom III Sedan de Ville by Barker. The coachwork has been removed from the chassis and is being restored, along with the all-important skeleton behind it, the ash frame. We currently have the rolling chassis in the workshop which is being stripped down and evaluated at present with all of the major mechanical aspects being removed for assessment. Once down to its frame and wheels, the rolling chassis will go for repair and then cosmetic restoration to show standard. Meanwhile all of the mechanical and cosmetic aspects will be restored to the same standard to produce a top class finish for the owner. It's a huge project with a Phantom III being one of the most complex Rolls-Royce motor cars to restore, but I am enjoying working on this car immensely and I will supply more details in due course as it progresses through the winter and into 2019.



THOUGHTS FROM THE WORKSHOP

I visited Hampton Court for the Concours of Elegance a few weeks ago and took great pride in seeing Chassis No BC4AF in the esteemed line up of cars on display in the main event. It looked stunning in the sunshine and it was deeply satisfying to see our hard work being admired by everyone in attendance. Each car we restore presents different problems and this car was no different with things cropping up along the way during the process. It took us a couple of months more than expected to complete the car, testing it thoroughly and working through rectifying the last few items. But with this all now completed and the last cosmetic tweaks carried out, I am confident in saying that this is one of the very best S1 Continentals we have had the pleasure of working on and I anticipate that the summer of 2019 may well result in concours success and many happy miles of top down motoring.



TOP TIPS FROM THE WORKSHOP



One shot lubrication systems were fitted to all Rolls-Royce and Bentley motor cars right up until the end of production of the Bentley S1 and Rolls-Royce Silver Cloud in 1959

and I have found that this vital aspect of a car can often get overlooked speaking from experience. It is imperative to have this system functioning properly, and exercised every few hundred miles to make sure all the suspension joints are well lubricated and kept healthy. When these systems fail or fall into disrepair, it will inevitably lead to bigger problems in the future with worn suspension arms

and joints, all of which can be costly to overhaul and or replace. The pipework one shot system is fed from a central oil tank which is pressurised and when you activate the pedal, oil is forced through the system and distributed onto the vital areas. It might leave a spot or two of oil on your garage floor, but this is a small price to pay for having well lubricated joints. For an inspection on your own cars one shot system, please call the workshop and book an appointment. A quick check over to make sure all is well may well save you a great deal of trouble and cost in the future.

Vincent