

Newsletter

Summer 2021

Overview

As we pass the halfway mark on 2021 it's time to bring you an update on all of the comings and goings at Frank Dale & Stepsons. This time last year the world felt like a very different place, with national lockdowns here in the UK and all over the world, a huge degree of uncertainty and troubling times for many, whether that was regarding their own personal health or in a business sense. One year on and thankfully some sort of normality is being restored, long may this continue!

With restrictions being relaxed at differing levels around the world car events are now starting to happen again. I was delighted to see that the Amelia Island concours successfully took place a few weeks ago and Pebble Beach is on the horizon in August. Here in the UK, Goodwood's Festival of Speed went ahead with great success with The Revival and the Silverstone Classic looking set to follow later this summer.

Live auctions are also now able to be held with real people and real paddles in the room which makes all the difference to the interest and ultimately the outcomes of these sales environments.

Our single major event of the year will be the Concours of Elegance held at Hampton Court in early September. It's one of our favourite events in the motoring calendar so we are delighted to be returning with three beautiful examples of what we are famous for here at Frank Dale. We always enjoy deciding which cars to take to display, it's a hard choice with so many wonderful cars but a nice problem to solve every year. With things improving gradually, we hope to see many of our international customers and friends again this year, whether it be a visit to our facility or at Hampton Court or perhaps another event we will attend. We have missed seeing so many of you!



Above: Amelia Island 2021

Below: Pebble Beach Best in Show 2019



The Workshop

We have been able to remain open continuously since early July 2020, with a full compliment of staff working very hard on the cars we have been entrusted to service, maintain and restore. The eclectic mix of models in our workshop is always of huge interest to anyone visiting us. At the time of writing, some pre war examples we have in our workshop include a beautifully original 4½ Litre Bentley and a pre-WWI Silver Ghost. At the other end of the scale, we currently have a 2016 Bentley GTC and a 2017 Rolls-Royce Ghost for their annual servicing. The diverse range of skills we have amongst our team, enabling us to offer all our services to cars with a 100+ year age gap, is something myself, Emma, Greg and Vincent are very proud of.

We also have several restoration projects currently ongoing. The complete restoration of a Bentley S3 saloon is nearing completion. A Silver Cloud III Drophead Coupe restoration should be completed towards the end of the summer. A Rolls-Royce Corniche coupe, which once belonged to Keith Moon, is currently undergoing a full restoration with many customised additions and upgrades, and our most recent project has just begun, restoring a Rolls-Royce Phantom VI limousine ordered new by another famous figure in the music industry, Engelbert Humperdinck. Both will be interesting projects to see develop and come to fruition in 2022.



Keith Moon's famous purple Rolls-Royce Corniche coupe, undergoing complete restoration



Englebert Humperdinck's Rolls-Royce Phantom VI currently in the workshop



A busy workshop with modern and classics side by side

The Market

Last year was one of the quietest years we have ever known in the sales arena, but things have significantly improved from our perspective in 2021. We have sold a number of post war coachbuilt classics over the past few months, including several drophead coupes. Let's hope for a long sunny summer so their new owners have the best opportunity to drive them with the hoods down.

We currently have an impressive selection of Rolls-Royce and Bentley motor cars, from a recently restored 1909 Rolls-Royce Silver Ghost and some magnificent Derby Bentleys with exotic coachwork to an S1 Continental drophead coupe by Park Ward and a charming and beautifully original R Type standard steel saloon. There is something to suit a variety of tastes and budgets.

More widely, the market seems to have performed fairly well over the first six months of 2021. The online only auctions have been largely successful, and the recent live auctions

have produced even better results. The sales at Amelia Island in May went well, with good prices realised. A recent single collection sale of only Rolls-Royce and Bentley motor cars held in Liechtenstein also produced significant results. A Rolls-Royce Phantom IV once owned by Princess Margaret which was estimated at 400,000 to 600,000 Swiss Francs eventually made a whopping 2,255,000 CHF - almost four times the top estimate. The results throughout the whole sale were generally exceptional with fairly repeatable cars selling for way over estimate, complemented by the "star" lots, which included a 1958 Bentley S1 Continental that sold for 1,220,000 CHF, a Rolls-Royce Phantom II Special Town Car that sold for 1,580,000 CHF and a left hand drive Rolls-Royce Silver Cloud III drophead coupe once owned by Sophia Loren, which sold for 1,045,625 CHF.

My conclusion, you will not be surprised to hear, is that things seem to be looking up, confidence certainly seems to be returning and there is a lot to look forward to.

RM Sotheby's Rolls-Royce and Bentley Sale in Liechtenstein



1. 1954 Rolls-Royce Phantom IV Limousine 'Princess Margaret' by H.J. Mulliner
2. 1933 Rolls-Royce Phantom II Special Brougham by Brewster
3. 1958 Bentley S1 Continental Drophead Coupé by Park Ward,
4. 1963 Rolls-Royce Silver Cloud III Drophead Coupé Adaptation by H.J. Mulliner

Recent Sales



Some of the coachbuilt classics we have sold so far in 2021

1. 1955 Bentley S1 Continental Drophead Coupe (Adaptation) by Park Ward
2. 1960 Bentley S2 Continental Coupe by H.J.Mulliner
3. 1956 Bentley S1 Continental Drophead Coupe by Park Ward
4. 1961 Rolls-Royce Silver Cloud II Drophead Coupe by H.J.Mulliner

The Historic Classic Vehicle Alliance

Earlier this year, Emma and I were invited to become founding partners of a new not-for-profit trade association – now known as The Historic & Classic Vehicles Alliance or HCVA for short. As a collective voice the Alliance seeks to engage and work with policy makers, legislators and other groups within the classic car world to protect and nurture the classic car industry that serves us all, from businesses and freelance craftspeople to owners and enthusiasts of ALL 3 million (yes 3 million) classic cars in the UK. The real fear of creeping legislation eroding what we currently take for granted in terms of using and enjoying our cars needs to be tackled head on and dispelling the common myths about classic car emission levels as well as the utterly confusing and unintended consequences of a post Brexit landscape in terms of car and vital parts movements to and from the European continent. Emma, as co-managing director at Frank Dale, was asked to join the HCVA's advisory board and has played an active role over the past few months in shaping the agenda, attending events to encourage new membership to the Alliance (which

is key to the success of its endeavours) and talking to the press who have shown a great deal of interest. Several national and international newspapers and media platforms have picked up the story post launch and it has also gained support from some MP's along with significant faces and names from the motoring world.

If you are interested in the mission of the HCVA or would like to become a member, their website www.hcva.co.uk has all of the details and information you will need.

I'm off to test a few cars now, so I shall swop my keyboard for my trusty note pad and pen and clock up a few miles on the open road. There's always a way to improve the cars we work on – testing is the key. If we can help you with any issue you're currently experiencing with your Rolls Royce or Bentley, no matter the age, you know where to find us.

Safe driving,
Giles

