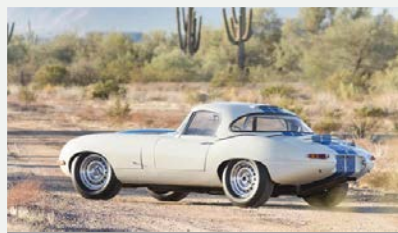


NEWS

THOUGHTS FROM THE SHOWROOM...

Hello and welcome to the second Frank Dale & Stepsons newsletter for 2017.

A little like the award season of the entertainment world, the classic car fraternity spend the first three months of each year migrating from one enviable location to another to see the best dressed cars on show, and this year was no different.



The season opener in Scottsdale, Arizona brought together the auction houses, dealers, collectors and enthusiasts alike, to test the water and evaluate the potential market

for the year ahead. Amongst the cacti and bathed in sunshine several hundred classic cars went across the block of some of the industry's premier auction houses. A high percentage of cars found new homes, helped in part by a higher number of lots offered at no reserve, and after the desert dust had settled the results looked generally positive. Over \$125,000,000 were sold by the "big three" auction houses with 86% of cars sold. Bonhams seemingly fared the best with some solid results and the sale of their headline cars which achieved some handsome prices - three of the four highest sales of the week belonged to them.

Attention then shifted to Paris with the traditional European season opener at Retromobile.



RETRO MOBILE 8-12
FÉVRIER 2017
LE PASSÉ À TROUVER UN FUTUR



Emma and I made the trip across the channel for the weekend, to take in



Beautiful Bugatti's at Retromobile

the show, catch up with friends and customers in the industry and enjoy some of the sites that makes Paris such a wonderful place to visit, even in freezing cold February! The likes of Fiskens and JD Classics put on terrific displays presenting some of their finest offerings and at every turn there seemed to be an exotic, beautiful motor car to admire, as well as a number of SOLD signs. Perhaps the most impressive display belonged to Lukas Huni who put together a selection of Bugattis and Bentleys that would be hard to beat, even with a fully functioning magic wand! I'm no expert on Bugattis, more of a loving admirer, but I took great pleasure in seeing one of the three Atlantics ever made, surrounded by a number of other standout examples. The Bentleys on display were almost as impressive, with one of just about every landmark

model built with a Bentley radiator, including a very rare R Type Continental Drophead Coupe by Park Ward.

And so, full of Chateaubriand & Pouilly-Fumé we headed home to London to digest what we had seen and to get back to work.

AMELIA ISLAND 2017 CONCOURS D'ELEGANCE



The third and final major event over this busy period was back to the States and Amelia Island, Florida. Mid-March is usually a beautiful time of year for the visitors

of this event to enjoy some sunshine, but the weather gods had other ideas this year and the concours was moved forward from its traditional Sunday to Saturday to dodge the gloomy rain-filled



Bentley S1 Continental Drophead Coupe by Park Ward which sold for \$1,683,000

clouds. The damp weather fortunately didn't dampen the spirits of bidders at the auctions and although I couldn't attend in person I watched with great interest via the webs live stream. My personal interest was in the sale of the collection belonging to the late Orin Smith. Mr Smith had accumulated a huge selection of beautiful cars over many years, with the backbone of his collection made up of Rolls-Royce and Bentleys. All lots were no reserve and following some frenetic bidding on several lots, many cars sold for impressive prices. In the pre-war section, the Rolls-Royce Phantom II Newmarket Sedan by Brewster made \$1,237,500 and in the post war section the Silver Cloud I "Honeymoon Express" by Freestone & Webb made \$1,347,500, only eclipsed by the very attractive Bentley S1 Continental Drophead Coupe by Park Ward which sold for \$1,683,000.

My assessment of the auctions is similar to my views expressed in our first newsletter; that quality cars with attractive coachwork are still finding their way to new homes, something I'm pleased to say is reflected in the examples we have sold from our showroom so far in 2017.

Looking ahead, we are preparing for our first exhibiting commitment of the year at The Essen Techno Classica in Germany from 5-9th April. If you haven't attended the show before, I encourage you to make the trip. It's a huge event, with a lot to see so allow at least a day and a half to meander through the halls and wear some comfortable shoes! Frank Dale & Stepsons will be exhibiting at Essen for the 35th consecutive year in our familiar spot in Hall One and, as ever, Emma, Greg and myself look forward to meeting old friends and making new ones during the show. I will report back on the comings and goings at Essen in our next newsletter and by the time I write the next edition, the UK will have officially started the process of leaving the EU... the effects that this will have on Sterling and the classic car world in general are yet to be seen - but we live in interesting times, of that there is no doubt.

For now, happy motoring. Giles



OFFERINGS AT ESSEN TECHNO CLASSICA 2017



1926 Rolls-Royce Springfield Silver Ghost Playboy Roadster by Brewster

Yellow with a beige leather interior. One of Brewsters finest designs in our opinion, encapsulating all that was great about Rolls-Royce in America. Recent engine, steering, brakes and suspension overhaul have been carried out to this stylish motor car.

We are greatly looking forward to our annual trip to The Essen Techno Classica where we will be exhibiting a selection of cars from our current inventory. The cars below are on our current shortlist for Germany so if you intend on going to the Techno Classica, you will find us and our stand in its usual location in Hall One.



1962 Bentley S2 Continental Drophead Coupe by Park Ward

Dawn blue with a grey leather interior. Recently prepared to showroom condition, with attention to the coachwork, mechanical aspects, woodwork and a new hood. A fine example ready for the summer months and an original left hand drive car.



1937 Bentley 4 1/4 Litre Aerofoil Coupe by Gurney Nutting

Grey and black with a dark blue leather interior. One of just four coupes built to this design by Gurney Nutting. Extensive recent mechanical and cosmetic works make this a Derby Bentley of the highest quality in terms of appearance and performance.



1965 Bentley S3 Continental Coupe by James Young

Garnet with a grey leather interior. One of just two cars built to this design by James Young on the S3 Continental chassis, so a real collector's item. In fine condition throughout and sold by Frank Dale & Stepsons previously.



1958 Bentley S1 Continental Drophead Coupe by Park Ward

Sand over sable with a beige leather interior. Perhaps one of the finest post war motor cars with open coachwork, regardless of marque. Fitted with power hood, power windows and air conditioning. A beautiful example restored in its original livery.

FRANK DALE
&
STEPSONS
London



THOUGHTS FROM THE WORKSHOP...

The first three months of each calendar year always present a real challenge for the workshop team - finishing cars off for the forthcoming season - 2017 has proved to be no different.

A number of beautiful cars are almost ready to go, including three R Type Continentals, two S1 Continental Drophead Coupes and a Gurney Nutting bodied 4 ¼ Litre Sedan Coupe. The works to these cars has varied from a medium list of items, to complete restorations and all of these jobs seem to be coming to fruition at around the same time. As the weather has improved and the winter salt and grit on London's roads has abated, the all-important testing phase with each car has begun.

It doesn't seem to matter how carefully a restoration is carried out, you can only truly judge the car when it's back in its natural habitat - on the road and being driven. Squeaks and rattles have to be located and cured, instrumentation has to be tested, and the functionality of all aspects of the car has to be reviewed, checked and checked again. And all of that is before one has analysed the actual driving experience of each car, both its reliability and performance need to be carefully observed. It's a time consuming task, but one we thoroughly enjoy carrying out, ensuring the car is just as one would expect when we sign off each project. The last 5% is perhaps the most important and this can take time to get absolutely right, but it is well worth the effort.

This month we completed the works to one of my favourite designs - the S1 Continental Drophead Coupe by Park Ward. The works we carried out included a detailed re-working of the coachwork, which included new sills and a fair bit of fabrication work. The owner chose to keep the car in its previous livery of regal red with a beige leather interior so the interior was completely re-trimmed and a new mohair hood was fitted to match the coachwork. Mechanically speaking, most major aspects were overhauled, including the engine, brakes and suspension. Engine bay cosmetics and re-chroming of all the brightwork were the final tasks to complete, to ensure favourable marks on the concours field, if ever judged. The car was then delivered to its new owner in Europe, ready for the ever improving spring weather and the summer to follow. It was a rewarding project to complete and with more in the pipeline, my 'testing note pad' and pen are sure to get plenty of exercise over the next few weeks.



TECHNICAL TIPS FROM THE WORKSHOP

FRANK DALE
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Rolls-Royce & Bentley Specialists
TOP TIPS

There is nothing worse than the feeling of helplessness, crawling along in traffic at a snail's pace on a warm day and watching the water temperature needle creep steadily upwards with only brake lights ahead of you.

Owners of Bentley S1 Continentals who live in London and surrounding areas have become increasingly concerned about getting stuck in traffic and the problems this can bring to the temperature gauge. These particular 1950's motor cars were simply not designed for the amount of traffic on the roads today. Fortunately, there are solutions available in the form of subtle upgrades to any S1 model, ultimately enhancing their capability of coping with modern day traffic jams.

- Installing an electric fan, which can either be thermostatically activated, or manually controlled by switch, whichever the customer prefers. In addition, we would strongly suggest fitting an alternator at the same time, as the original dynamo may no longer be up to the task.
- For cars that are driven in warmer climates around the globe, we would suggest adding a cowling. This was fitted as an original feature to the S2 and S3 Continentals and can be custom fit to any S1 Continental, essentially making the air flow more efficient, thus helping to cool the engine.

- The final upgrade we would suggest is renewing the radiator tank with a pressurised system, which effectively raises the boiling point of the water in the tank. The combination of one, two or perhaps even all three of these upgrades would certainly bring peace of mind in a bad traffic jam and brings these 1950's classics into the modern era in terms of their cooling capability.

For further advice contact our workshop on:
workshop@frankdale.com

Frank Dale

