

Newsletter

Jan/Feb 2022

Overview



“Left hand down, come on... keep her coming.... a bit more left hand.... OK, that'll do. Engine off please. Ok, let's get the Phantom II in next and then the Continental R and - hang on, where are we going to put the GTC?” THAT was the year that was 2021 at Frank Dale. Pandemic or no pandemic our workshop has never seen such volume and diversity of models as we have in the last 12 months, and the increase has been rapid. We have also added some new faces to our operation; additional technicians, expansion of our parts department and the front of house and back-office support teams. We are delighted to say that by the Christmas break we were all exhausted for all the best reasons.



The Workshop

It wasn't all new cars and new customers in 2021, we were able to host some in-house events and welcomed back visitors to our HQ. We continued several large projects including the completion of a detailed restoration of a Bentley S3 Saloon which has now been reunited with its happy owner in the Far East.

Other ongoing projects include three body off, nut and bolt restorations, on a Rolls-Royce Corniche coupe, a Rolls-Royce Phantom VI limousine, and a Bentley R Type Continental Fastback. We have several other large projects underway including significant works to a Bentley S3 Continental drophead coupe by Mulliner/Park Ward, plus its sister car in Rolls-Royce form. Other interesting cars we are currently working on are two S1 Continental drophead coupes by Park

Ward, three S1 Continental Fastbacks by H.J.Mulliner and a very rare, left hand drive Series IV Rolls-Royce Corniche Convertible S. With only 25 made these models are about as rare as they come when looking at the modern classics.

The works to the pre-war and post war classics are what we have always been best known for, but one of the most satisfying developments over the past twelve months, at least from my perspective, has been the growth of the modern car (built post 2004) servicing and maintenance arm of our business. Phantoms, Wraiths, Ghosts, GT's, Flying Spurs and Mulsannes have become frequent patients in our care over the past year and with this in mind, the launch of Frank Dale & Stepsons "Modern" will take place in 2022, the next step in the development of the company, so watch this space.



Recent Sales

Our sales department enjoyed two very busy periods last year. The spring and the autumn have always traditionally been our most active periods and 2021 saw a welcome return to this pattern.

Last spring we sold largely convertible classic Rolls-Royce and Bentleys, with two Silver Cloud II drophead coupes by H.J.Mulliner and an S1 Continental drophead coupe by Park Ward. More recently, the cars that have found new homes have been somewhat more varied, including a Bentley 6.5 Litre open tourer uprated to Speed Six specification, a beautiful Rolls-Royce Phantom II Continental Owen Sedanca

Coupe by Gurney Nutting, a Bentley R Type Continental Fastback by H.J.Mulliner and a third Rolls-Royce Silver Cloud II drophead coupe by H.J.Mulliner. But it wasn't all big-ticket cars that sold, we also supplied several saloons, including a lovely, sound but original Bentley S2 to a first time Bentley owner. We were delighted to welcome him to Bentley ownership with this charming motor car. Overall, it was a good year in the sales department, with some top-quality cars finding new homes. We are always looking for new cars to consider for sale, so if you are thinking about parting with your classic Rolls-Royce or Bentley and wish to discuss in more detail with us, please drop us an email or give us a call.



The Market

It was a mixture of traditional 'in person' sales and online offerings from the major auction houses during 2021 and generally they fared well. The highlight of the auction calendar is arguably the sales at Pebble Beach in late August. This year there were fewer cars offered, but the quality and price tags were higher which produced improved results on the last live auctions held during Monterey car week back in 2019. The highest seller of the week was at Gooding, with the 1995 McLaren F1 tipping the scales at just over \$20,000,000 all in. Total sales for the week at auction exceeded \$300,000,000 with three quarters of the cars offered finding new homes, all quite encouraging news for the market in general.

It's certainly worth mentioning the one-off RM Sotheby's sale held in Liechtenstein back in June. The sale consisted of a cross-era selection from a one owner collection of Rolls-Royce and Bentleys which produced some exceptional prices for virtually all the cars offered that afternoon.

More recently, Bonhams held their traditional December sale at their London HQ on Bond Street. It is a sale that has struggled to produce decent results in recent years. However 2021's results were the best they have recorded for several years which followed on from their best set of results from their traditional October auction in Zoute, Belgium. Is confidence returning? Has the market turned a corner? Only time will tell, but the signs are certainly encouraging.



 Sotheby's



Events



Best of Show winner at Pebble Beach 2021 Concours d'Elegance

With the pandemic still loitering in the shadows, live events in the UK were again limited during 2021, with the cancellation of both the Rolls-Royce Enthusiasts Club (RREC) and Bentley Drivers Club (BDC) annual rallies and concours events. However, some of the high-profile international events were able to take place, albeit sometimes not in their familiar slots in the calendar. Some of the major concours winners in 2021 included a 1956 Ferrari 250GT Tour de France at the autumnal

version of Villa d'Este, a 1938 Mercedes-Benz 540K Cabriolet A at Salon Prive and a 1926 Hispano-Suiza by Chapron which was victorious at Amelia Island.

Our own personal favourite amongst the major winners during 2021 was Arturo Keller's 1938 Mercedes-Benz 540K Autobahnkurier which triumphed on the biggest stage of all at Pebble Beach. One very special motor car!



Best of Show winner at Concorso d'Eleganza Villa d'Este

The Concours of Elegance



At the Concours of Elegance in September we were able to attend and display three wonderful cars in our usual spot in the grounds of Hampton Court Palace. Our offering for 2021 included a 1909 Rolls-Royce Silver Ghost, a 1938 Bentley 4 1/4 Litre drophead coupe with disappearing top by H.J.Mulliner and a 1955 Bentley S1 Continental drophead coupe by Park Ward.

I was honoured to judge the BDC Members cars at the event which was a difficult task. I eventually chose a beautiful Bentley Mk VI coupe by Freestone & Webb as the club car winner. In the main event, Peter and Merle Mullins beautiful 1934 Voisin C-27 Aerosport took Best in Show honours. The weather was kind, the attendance levels were very high, and it was another excellent show.

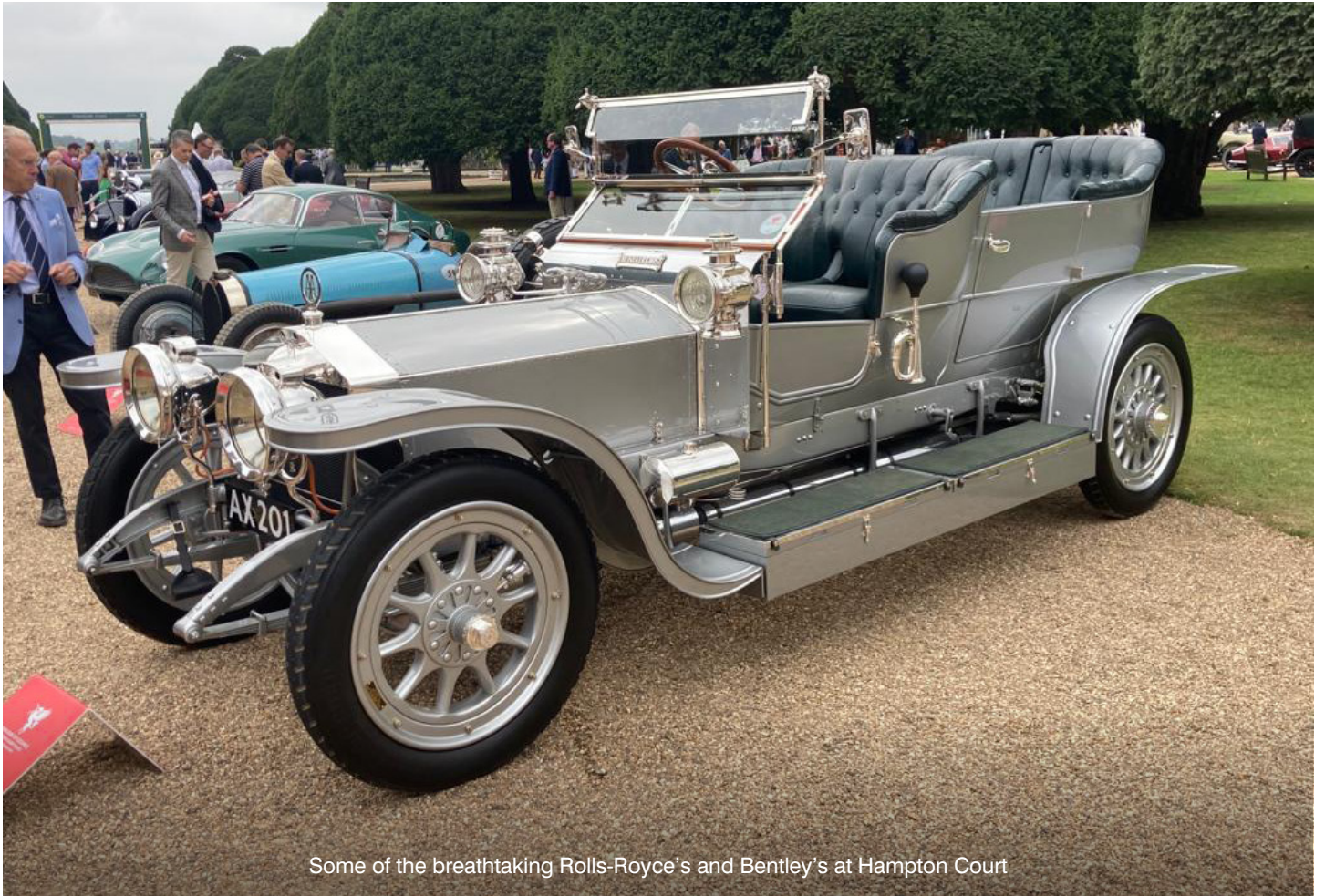
Our trade stand at Hampton Court



Best of show winner at Hampton Court Concours of Elegance



The Concours of Elegance



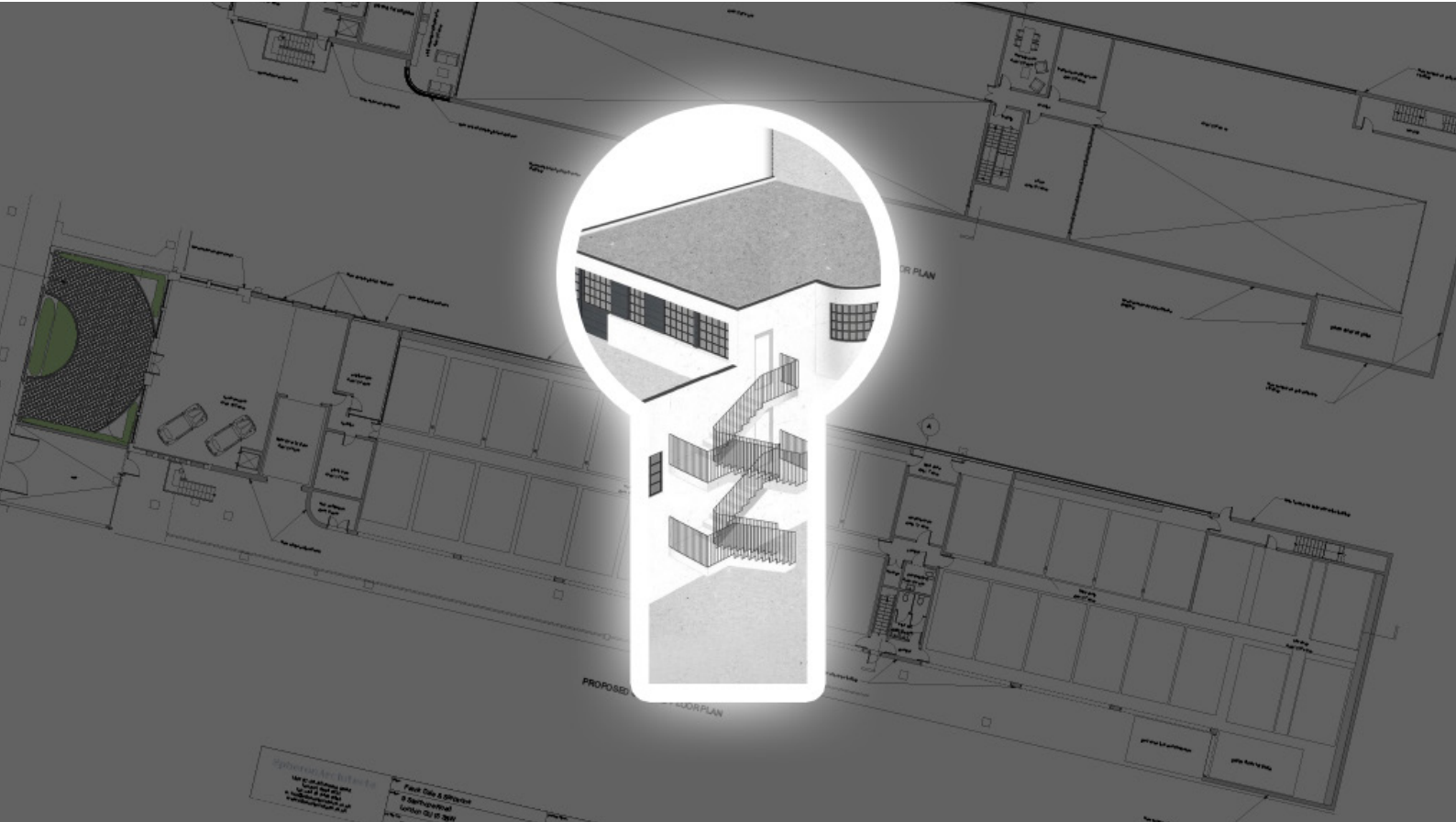
Some of the breathtaking Rolls-Royce's and Bentley's at Hampton Court



The Concours of Elegance (cont.)



Looking ahead



2022 is going to be an exciting year for the company, with the commencement of our purpose built 42,000 sqft heritage facility which will house all the major departments under one roof. To see this project finally come to fruition will be the culmination of several years of hard work and planning and will be extremely gratifying. We can't wait to see the first foundation

dug and the commencement of construction.

What else might 2022 hold? A return to normal life we hope and the end of the pandemic? Now wouldn't that be nice.

Happy driving,

Giles

A handwritten signature in black ink, appearing to read 'Giles', is positioned to the right of the typed name.

