

# Black Book

used car values

**A**s the industry benchmark for used car disposal values, CAP Black Book provides comprehensive used car valuation data for the majority of cars in the market. Black Book data provides representative and latest available used car market values, enabling more profitable purchase and disposal decisions.

CAP Black Book is designed to reflect actual market values, rather than simply provide a negotiating tool. The data published each month is derived from the analysis of recent disposals data through numerous sources across the UK. CAP receives vast amounts of raw data, around 1.5 million transactions per year, from motor dealers, motor auctions, fleet operators, contract hire and leasing companies, daily rental companies and manufacturers. This ensures a realistic and true reflection of the current used car market. Black Book is produced by a team of Editors, each with at least ten year's motor trade experience prior to joining CAP.

Indexed by manufacturer, model and derivative, CAP Black Book data is concisely laid out to provide a clear used value, with adjustments for three trade conditions; 'CAP Clean', 'Average' and 'Below Average' to ensure a realistic match of condition with value. A suggested retail price is also provided to aid decision-making. Within this matrix, mileage variations are included for quick access to the value required. Additionally there are allowances for plate changes within each year, providing for over 600,000 value variations in hard copy version and many more in the other available formats. Option boxes show any additional financial premium for non-standard factory fittings. Includes listings which provide valuations for Special Editions. Insurance Groups are also detailed as a useful reference. An older car guide of used values is included with a selection of vehicles dating back up to 20 years at no extra cost.

Each month a unique editorial and market commentary keeps subscribers updated on market conditions and factors that could potentially affect their business. On a more specific level are extracts from CAP's Daily Reports that cover individual model performance in the market. This trade-only data is supplied as a result of CAP's unique market position, industry experience and key relationships throughout the automotive industry.

## Available Formats

### Book

Updated Monthly

**Used** value data is included for 52 manufacturers and over 7,000 derivatives. Used values for three trade conditions and suggested retail prices with multiple mileages are provided. An integral guide covering older vehicles from 1990 to 1999, is identified with black edges. New prices are included for all current models. Additional values are included for Special Edition vehicles and to cover non-standard options.

Delivery by Post - First Launched in October 1979

### Windows™

Updated Monthly

**Easy** to use format with approximately 4 times more vehicles listed than printed product. Data is included for 61 manufacturers. The iD section provides technical and identification data with model description and changes. Six standard mileages plus easy adjustment and calculation of mileages for greater accuracy. Appraisal screen to keep a record of P/X's bought/offered to ensure the car is as described on arrival. Can be used as a stock file to show monthly stock valuations. User defined groups to select vehicles to track and compare values. History file available for all data installed to allow customers to track monthly price movements.

Delivery by Post or Web Download - First Launched in April 1996

Systems required: Can be run on virtually every pc. Internet connection required for web download.

### Hand-Held

Updated Monthly

**Same** used car valuation data as for Windows™ above but in a hand-held electronic unit format. Appraisal facility is available. Stock list function. Allows for data to be used at locations away from the office. Excludes iD, History Feature, Technical Data and Cost New.

Delivery by Post or Web Download - First Launched in May 1998

Systems required: Can be loaded from any Windows-based PC. Requires Palm operating system with minimum 4MB memory.

### ASCII

Updated Monthly

**Four** raw data products build into four data solutions to integrate into the end users own system. Product options comprise:

- Values - Used Car - one of the most comprehensive used valuation data files available;
- Extended Values Previous/Post Reg - extended values allow the valuation of a vehicle prior to the official introduction data and after its discontinued date;
- Late Plate Valuation (opinion based on market intelligence) - permit valuation of a car very soon after its launch into the market place, based on expert opinion from the editorial team;
- Codes and Description for Current New and Used Cars - the unique CAP code easily facilitates the seamless flow of data on new and used cars between different systems.

Data solutions comprise:

- Platinum Plus (Values - Used Cars, Extended Values Previous/Post Reg, Late Plate Valuations (opinion, based on market intelligence), Codes and Descriptions for Current New and Used Cars).
- Platinum (Values - Used Cars, Late Plate Valuation (opinion, based on market intelligence), Codes and Descriptions for Current New and Used Cars).
- Premium (Values - Used Cars, Codes and Descriptions for Current New and Used Cars).
- Black Book ASCII (Values - Used Cars, Codes and Descriptions for all Used Cars).

Delivery by Post or Web Download - First Launched in August 1988

Systems required: Bespoke.

## Vehicles Covered

**Used** cars up to 8 years old. Older guide on selected vehicles up to 20 years old. New car pricing for current models.

## Data Sources

<b>Auctions</b>	Sold prices of over 70,000 units a month.
<b>Company Fleets</b>	Provide over 2,500 prices of sold units a month.
<b>Contract Hire and Leasing Industry</b>	Disposal data supplied by most of the major contract hire and leasing companies with over 11,000 valuations a month.
<b>Manufacturers and Importers</b>	Usually the first to market with new models, eg, ex-demonstrators, management and buyback cars, so this gives a good early indication prior to open market information becoming available. CAP receives over 11,000 items of data a month.
<b>Traders and Dealers</b>	Daily dialogue with franchised and independent dealers provide over 7,500 sold prices a month.
<b>Wholesalers and Remarketing Companies</b>	Regular dialogue for price movements and model availability provide over 24,000 sold prices a month.

## Use of Black Book within Sectors

<b>Auctions</b>	75% of vehicles sold through auction are benchmarked against CAP.
<b>Contract Hire and Leasing Industry</b>	Used as a benchmark to manage risk and optimise returns from disposal.
<b>Dealers</b>	Managing profitability and facilitation of trading by effortless integration of data through their Dealer Management System, used for example within stock reports. Aiding vehicle valuations on the forecourt or at auction.
<b>E-commerce</b>	Provision of data to support websites and components.
<b>Finance</b>	Used to assess portfolio of vehicles and minimise risk factors.
<b>Manufacturers</b>	Providing a benchmark to value their brand and competitive positioning.
<b>Motor Insurance</b>	Providing representative vehicle valuation at quotation, renewal, substitution and claim stages for underwriters and enabling value to be a rating factor.
<b>Traders</b>	Supports buying and selling of stock with benchmark valuations.

# CAP Portfolio

**CAP Black Book is just one example of CAP's portfolio of data solutions. CAP's expertise within the market place, coupled with its close relationship with key industry influencers and dedication to developing key business solutions, has established CAP as the benchmark valuations, data and solutions provider throughout many automotive sectors.**

## Used Values

CAP Used Values - Black Book, Red Book, Grey Book and Green Book, contain all the data needed to value used cars, commercial vehicles, grey imports and motorcycles with total confidence. The range of used value guides equips users with the information to make the right purchase and disposal decisions for faster stock turnaround and increased profit. Vehicles are valued on condition and mileage, further reducing risk, improving returns and making better profits.

CAP's used values play an important role throughout the industry, forming a benchmark measure of current market values for professionals. For example, the leasing industry typically uses the 'CAP Clean' valuation standard as the benchmark for cars against which not only vehicle but disposals staff performance is measured. Whether for purchase or disposal of a vehicle, CAP data is involved at some stage in the transaction process.

## Future Residual Values

CAP Monitor is the UK's leading future residual values forecasting system, designed for any business carrying risk on new cars, vans, trucks or motorcycles. Car Monitor, for example, contains residual values and whole life costs for thousands of vehicles. This enables the user to make the right fleet purchase decisions, plan disposals, control costs, set competitive leasing and contract hire rates and calculate running costs. Manufacturers use this influential data when positioning their own product in both consumer and business markets.

Used Monitor for Future Residual Values offers forecast values for today's used vehicles up to five years ahead (depending on product format). This enables users to re-appraise residual risks, plan disposals for optimum efficiency and set prices competitively. Adjustments for variations in mileage or time produce management information on groups of benchmark vehicles and enable a customer to easily apply global percentage and seasonal adjustments. It means a customer can test 'what if' scenarios or integrate fresh information into residual value forecasts.

CAP Monitor-SMR couples CAP's benchmark future residual values data with a budgetary service, maintenance and replacement figure to provide a powerful yet easy-to-use risk management tool. Monitor-SMR therefore provides the most comprehensive picture yet for whole life costs.

## New Vehicles

By unravelling manufacturers' combinations of new vehicles prices, standard equipment and available options, CAP's range of products associated with new vehicles is rapidly being adopted throughout the automotive and related markets. This clearly laid-out and accurate data on new vehicles has many applications. For example, with CAP's data powering vehicle searches or specification comparators on websites and showroom systems, customers can offer their own systems to provide online car or van selections, saving time in quotations and providing an enhanced service.

As the UK's most comprehensive database of passenger cars, light and heavy commercial vehicles and motorcycle information, it can be used to aid identification and decision making through all industry sectors. Manufacturers use this data for their own competitive positioning.

Designed with a choose-and-build philosophy, a number of product options are available to allow users to develop their own new vehicle data reference system, dependent upon their requirements.

New Vehicle Prices and Options provides the latest data on cars, commercial vehicles and motorcycles, offering updates on price changes and vehicle and option prices on all models. Standard Equipment, Colours and Trims data is an unrivalled addition that gives access to a valuable bank of specification details for every model included. The Colour and Trim Combination data for cars gives all the information required to identify interior trim and exterior colour combinations available in the market place. This comprehensive database also reveals any additional costs associated with chosen paint or trim combinations. The CAP Technical Data File gives fast and accurate access to separate technical specification data fields for cars, light commercials and motorcycles, including CO2 emissions, fuel economy, service intervals and more. Image files are particularly useful for website applications, for example where there is a requirement for a visual image of the vehicle in question. CAP's Image Files contain current and historic images of cars, going back as far as 1993.

All of CAP's ASCII data products seamlessly integrate with each other thanks to the unique CAP coding system. CAP codes are fast becoming another industry standard, ensuring the effortless integration of CAP products not only with each other but within the user's own systems.

**For more information on CAP and its product range, contact us on 0870 122 2211**

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