

# Green Book

used **motorcycle** values

**C**AP Green Book provides comprehensive used valuation data for the two-wheel market. Green Book data provides representative and latest available used market values for two-wheelers, enabling more profitable purchase and disposal decisions. Already established as the benchmark within the finance and insurance sectors, it effectively caters for all market sectors.

The CAP Green Book includes current valuations for the majority of two-wheeled vehicles including all leading makes of road registered motorcycles and scooters, direct used imports, off-road bikes and competition motorcycles. Also included are valuations for personal water craft (PWC's).

Indexed by manufacturer, model and derivative, CAP Green Book data is concisely laid out to provide a clear used value with adjustments for two trade conditions; 'CAP Clean' and 'Average' to ensure a realistic match of condition with value. A suggested retail price is provided to aid decision-making. Insurance groups are also detailed as a useful reference. New vehicle prices are listed and updated monthly to complete a unique and comprehensive package for anyone involved in the two-wheel market.

Each month a unique editorial and market commentary keeps subscribers updated on market conditions and factors that could potentially affect their business. 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 more than 50 manufacturers. Data is separated into Road Registered Scooters, Road Registered Motorcycles, Direct Used Imports, Off Road & Competition Motorcycles and PWCs. New prices are included for all current models. A valuation is provided for each registration period at a single mileage. Includes unique iD and visual features section to facilitate vehicle identification at valuation and eliminate costly errors. Includes additional iD data for models older than 10 year's or with low trade volume.

**Delivery by Post** - First Launched in **April 1991**

### Windows™

Updated Monthly

**Easy** to use format with approximately 20% more vehicles than paper product. Data is included for 58 manufacturers, more than 970 models and over 2,000 derivatives. Only includes Road registered Scooters and Motorcycles. Excludes iD data and new vehicle prices. Separate new vehicle prices disc is available. Offers a maximum of 4 standard mileage options, with adjustment facility within those parameters. Appraisal screen to keep a record of P/X's bought/offered to ensure the bike is as described on arrival. 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 **June 1997**

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

### Hand-Held

Updated Monthly

**Same** data file as Windows™ but on screen display shows Year and Plate, CAP suggested retail price, mileage and two trade figures. There is a vehicle appraisal system attached to the model valuation. Allows for data to be used at locations away from the office.

**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

**Raw** data ASCII files from the full database. To integrate into the end-users own system.

- Green Book ASCII (Values - Used Bikes and Scooters, Codes and Descriptions for all Used Bikes and Scooters).

**Delivery by Post or Web Download** - First Launched in **August 1998**

**Systems required:** Bespoke.

## Vehicles Covered

**Used** road registered scooters and motorcycles up to 10 years old, direct used imports up to 15 years old, personal water craft, off road and competition motorcycles up to 8 years old.

## Support Available to Customers

**Customers** are provided with a **unique free valuation service** (calls charged at standard rate). CAP's experienced Green Book Editorial Team is available to assist with any difficult valuations, offer opinion and guidance or discuss any market related issues a customer may have. Additionally, a dedicated customer support team to handle and solve any delivery method, delivery address or product related issues is available on 0113 222 2007.

## Data Sources

<b>Traders and Dealers</b>	Dealer researched intelligence from large dealer groups to single traders. Also, daily dialogue by telephone with a network of dealers across the country.
<b>Auctions</b>	Accounts for approximately 5000 researched units a year. (Auction data is limited in the two-wheel market.)
<b>Manufacturers and Importers</b>	Regular contact with manufacturers and importers for current and new model details and launches.

## Use of Green Book within Sectors

<b>Auctions</b>	Used as a benchmark when setting auction reserve prices.
<b>Dealers</b>	Provides a reliable valuation source for dealers in the showroom. Supports the buying and selling of vehicles for stock or as part exchange. Can be integrated into Dealer Management Systems to manage profitability and used for example within stock reports. Aiding vehicle valuations for the showroom or when disposing through the trade.
<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 Green 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**