

Grey Book

used grey import values

CAP Grey Book is the only independent trade guide to used values for grey imports. The growing number of cars in the UK market, originally imported from the Far East, makes Grey Book an important risk-reduction tool for all dealers and traders. Grey Imports - which differ from 'Parallel Imports' that are UK spec cars generally sourced in Europe - are often rare and unusual which necessitates expert valuation guidance.

As well as providing comprehensive used car values for grey market specialists, Grey Book is an important back-up for the mainstream dealer who is increasingly likely to come into contact with such vehicles.

CAP Grey Book is designed to reflect actual market values rather than simply providing a negotiating tool. The values published each month are derived from analysis of recent disposals data and market expertise from numerous sources across the UK. Information sources include trade wholesalers, independent retailers, specialist import auction companies and other independent sources.

Indexed by manufacturer, model and derivative, CAP Grey 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. Each model and derivative is identified by a universal chassis/model code, which is commonly used within the grey import trade as the means of identifying individual makes/models. This information is not available in any other UK published form. A suggested retail price is also provided to aid decision-making. Within this matrix, kilometre variations are included for quick access to the value required. Additionally there are allowances for plate changes within each year.

Each month a unique editorial market overview is provided, together with extracts from the Editor's daily reports on individual model performance in the trade and retail sectors. The value of this trade-only view lies in CAP's unique expertise, market position, industry experience and key relationships throughout the automotive industry.

Available Formats

Books

Updated Monthly

Used value data is included for over 260 different models and derivatives. Used values for three trade conditions and suggested retail prices with multiple mileages are provided.

Delivery by Post - First Launched in **January 2000**

Windows™

Updated Monthly

Easy to use format. 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 **January 2000**

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 handheld electronic unit format. Appraisal facility is available. Stock list function. Allows for data to be used at locations away from the office. Excludes iD.

Delivery by Post or Web Download - First Launched in **January 2000**

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.

- Grey Book ASCII (Values - Grey Imports, Codes and Descriptions for Grey Imports).

Delivery by Post or Web Download - First Launched in **January 2000**

Systems required: Bespoke.

Vehicles Covered

Used Japanese grey import cars from 1 year old and up to 15 years old.

Support Available to Customers

Customers are provided with a **unique free valuation service** (calls charged at standard rate). CAP's experienced Grey Book Editor 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

Auctions	Sold price data is supplied from specialist independent trade auctions.
Dealers	Regular dialogue with specialist and independent dealers provides information on sold unit pricing and model availability.
Independent Wholesalers	Regular dialogue for price movements and model availability.

Use of Grey Book within Sectors

Dealers	Ensuring that Grey Imports can be valued accurately on the forecourt or at auction Managing profitability and facilitation of vehicle trading.
Finance	Used to access portfolio of vehicles and minimise risk factors.
Motor Insurance	Providing representative vehicle valuation at quotation, renewal, substitution and claim stages for underwriters and enabling value to be a rating factor.
Traders	Supports buying and selling of stock with benchmark valuations.

CAP Portfolio

CAP Grey 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
