

Red Book

used commercial values

CAP Red Book is a comprehensive used vehicle price guide for light and heavy commercial vehicles, together with motorised caravans and trailer valuations. Red Book data provides up-to-date used vehicle information that reflects the marketplace and is used to assist with maximization of profit potential and safer purchase or disposal decisions.

Red Book is extensive, split into four sections to ensure full market coverage. Vehicle types include light commercial vehicles up to 3.5 tonnes gross vehicle weight (GVW), motorised caravans, heavy commercials from 3.5 to 44 tonnes GVW, and used trailer prices. New vehicle prices are included as a reference for all of these vehicle types.

CAP Red Book is designed to reflect actual market values rather than simply provide a negotiating tool. The data published each month is derived from analysis of recent disposals data through numerous sources across the UK. CAP receives vast amounts of raw data from auctions, dealers, contract hire and leasing companies, manufacturers and remarketing companies. Such a wealth of data is gathered and coupled with market expertise to ensure a realistic and true reflection of the current used commercial vehicle market.

Indexed by manufacturer, model and derivative, CAP Red Book data is concisely laid out to provide a clear used values guide, with adjustment for three trade conditions - 'Clean', 'Average' and 'Below'. A suggested retail price is included to aid decision-making. Mileage adjustments are provided for light commercial vehicles and motor caravans, where these elements are influential in valuation decisions.

Each issue includes a unique trade-focused editorial commentary, alternating monthly between the light and heavy commercial sectors, while an additional marketplace focus drills down into both sectors in every issue. 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

Includes 39 different manufacturers, covering over 2,500 models and over 3,000 derivatives. Used values for three trade conditions and suggested retail prices with multiple mileages are provided. Valuations for non-standard vehicles such as cranes and ambulances are also included within the Miscellaneous Section. New prices are included for all current models.

Delivery by Post - First Launched in **January 1984**

Windows™

Updated Monthly

Easy to use electronic format with over 25% more vehicles listed than in the printed product. The iD section for light commercials provides technical and identification data with model description and changes. Excludes new vehicle prices but includes the ability to adjust the mileages to within 1000 miles on light commercials and motor caravans. Six standard mileages are shown at any one time on tractor units and single mileage on other vehicles. Appraisal screen helps to attain a true and accurate valuation. 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/Web Download - First Launched in **August 1998**

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

Hand-Held

Updated Monthly

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

Delivery by Post/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.

- Red Book ASCII (Values - Light and Heavy Commercials, Codes and Descriptions for Light and Heavy Commercials).

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

Systems required: Bespoke.

Vehicles Covered

Light commercial vehicles up to 3.5 tonnes gross vehicle weight (GVW), heavy commercials from 3.5 to 44 tonnes GVW, and used trailer prices up to 10 years old. Land Rovers and motor caravan details up to 14 years old.

Support Available to Customers

Customers are provided with a **unique free valuation service** (calls charged at standard rate). CAP's experienced Red 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 is in place to handle and solve any delivery method, delivery address or product related issues. They can be contacted on 0113 222 2007.

Data Sources

Auctions	Sold prices of over 25,000 units a month.
Contract Hire and Leasing Industry	Disposal data supplied by most of the major contract hire and leasing companies.
Dealers and Traders	Daily dialogue with dealer groups to gain current pricing details, for example ex demo and late plate valuations.
Manufacturers	Over 90% of manufacturers regularly supply disposal information.
Remarketing Companies	Regular dialogue to gain overview of pricing within this section of the market.

Use of Red Book within Sectors

Auctions	90% of vehicles offered at auction are benchmarked against CAP values.
Contract Hire and Leasing Industry	Used as a benchmark to manage risk and optimise returns from disposal.
Dealers	Used for part exchanges, trading, buying and selling at auction.
E-commerce	Provision of data to support websites and components.
Finance	Used by lenders to identify market exposure and thereby manage risk on vehicle purchase loans.
Manufacturers	CAP provides a benchmark for marketplace perception of brand and competitive positioning, together with disposal information.
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 Red 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