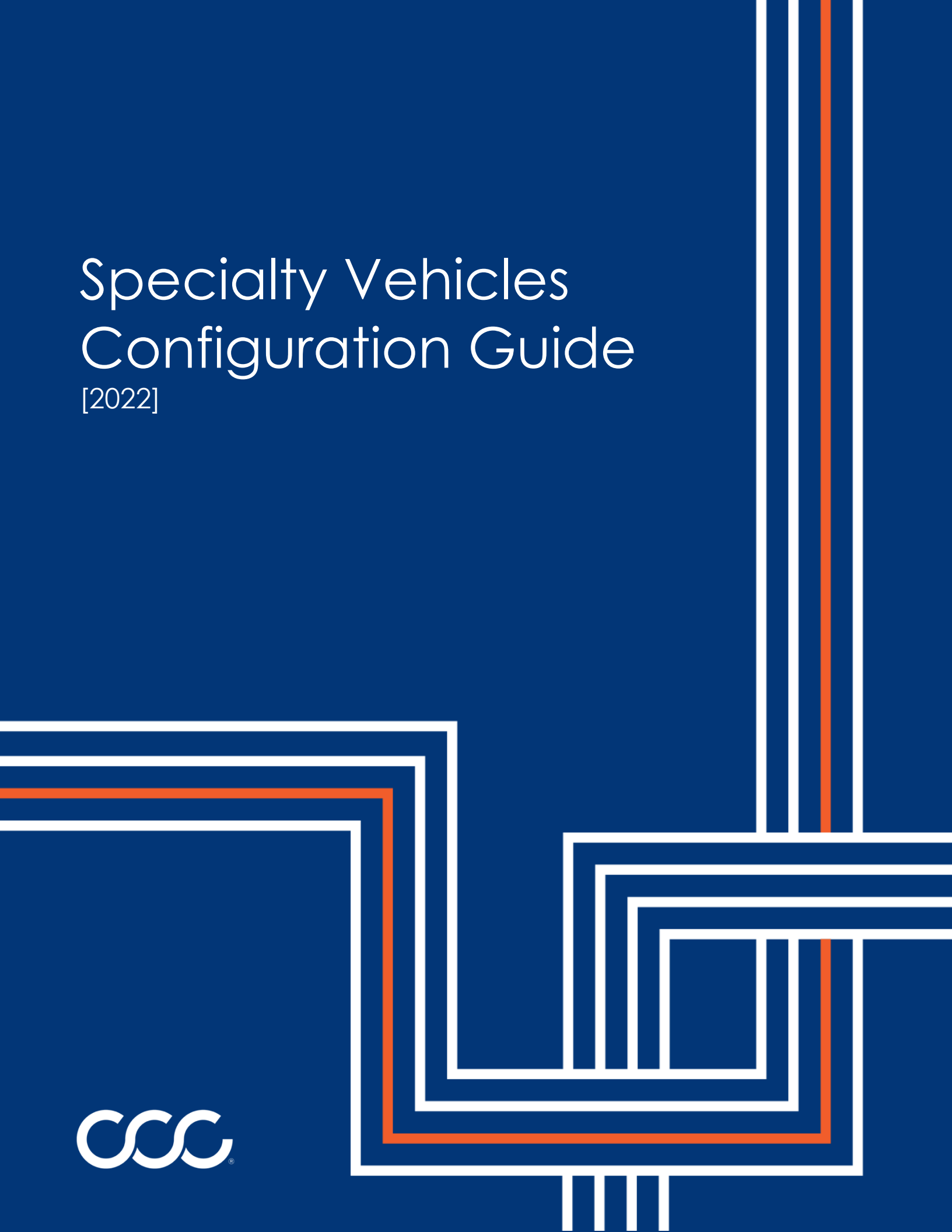


Specialty Vehicles Configuration Guide

[2022]



The Essential Questions

Information requested on Specialty Vehicles

- What All - What is the year, make and model of the vehicle?
- Gray Market - Is the vehicle right or left-hand drive?
 - Is the mileage listed in miles or kilometers?
 - What is the country of origin?
- Roush - What stage of package is it?
- Saleen - Is the engine supercharged?
- Limousine - What is the stretch length in inches?
 - The stretch is measured from the back of the front door to the front of the back door in inches.
- For all other specialty types, please consult the configuration guide for requested information.

Please note:

- The full configuration guide should be reviewed for additional items that may enhance the overall value of the loss.
- Configuration changes to existing valuations may result in a new valuation.

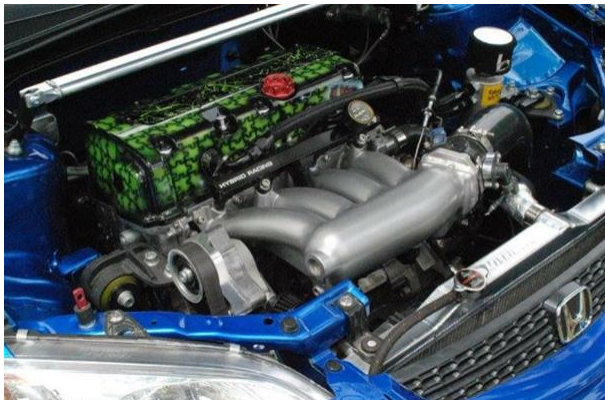
Modified Vehicles

Modified vehicles cover a broad category and can include street-legal drag cars, lifted pick-ups, dune buggies, sand rails, and vehicles set up for drifting, just to name a few. Each modified vehicle is valued by a specialty team in our Commercial Recreational Vehicle Department. This team researches whether the modifications would enhance that vehicle's value in the niche market. Vehicles with significant after-market performance upgrades such as a supercharged or turbo engine and stroker kits are also typically valued as modified vehicles. Vehicles with after-factory packages such as SLP Conversions, Saleen Mustangs, Roush Mustangs and Firehawk Firebirds may also be considered modified vehicles.

Information requested on Modified Vehicle Valuations:

- What is the year, make, model, mileage and options on the vehicle?
- Do you have pictures?
- Are there detailed receipts?
- If receipts are not available, please provide a complete list of modifications including brand names (For example: "Koni" Coil over Shocks)
- What is the size of the stroker kit?
- What is the height of the lift kit?
- What is the manufacturer and package name of the aftermarket package?
- What is the engine size?
- Who completed the modifications and when?

Engine Modifications



Lowered Truck



Lifted Truck



After Factory Conversions

Vehicles with after-factory packages such as SLP Conversions, Saleen Mustangs, Roush Mustangs and Firehawk Firebirds may also be considered modified vehicles.

Information requested on After Factory Conversion:

- What is the year, make, model, mileage and options on the vehicle?
- Who did the conversion (Saleen, Roush, SLP etc.)?
- What is the stage/level of the conversion (Saleen S281, Roush Stage 2 etc.)?
- Please provide a complete list and pricing if available of modifications (Dinan, after factory AMG or Alpina etc.)

Right Hand Drive Vehicles

Right-hand drive vehicles are typically retired postal vehicles that are privately owned. Right-hand drive vehicles can be a conversion or factory produced. This will typically be identified in the VIN decode if it is from the factory. Some vehicles are Right Hand Drive because they are imported gray market vehicles. These vehicles are valued as Gray Market because of their origin. Vehicles converted with full right-hand drive conversions typically have additional modifications to the vehicle. Therefore, these are valued as modified vehicles. We are not able to run valuations on a vehicle owned by the federal government.

Information requested for Right Hand Drive Vehicles Valuations:

- What is the year, make, model and mileage of the vehicle?
- What options and features does the vehicle have?
- Is the Right-Hand Drive vehicle from factory or a conversion?
- Who completed the conversion and when?
- What was the cost of the conversion? (If Applicable)

Gray Market

A vehicle manufactured for intended sale outside of the United States is normally considered a gray market vehicle. These vehicles typically do not have the same requirements for US Emissions and Safety and are distributed through channels other than the manufacturer's authorized distributor. Many will not pass state-mandated smog inspections and may require federal inspections, which can be very costly.

Common Makes/Models

- 1980's BMW
- 1980's Mercedes-Benz
- Nissan Skyline
- Jeep Briarwood
- Smart Cars (prior to US introduction in 2008)

Information requested for Gray Market Valuations:

- What is the year, make, model, mileage and options on the vehicle?
- Is the odometer reading in miles or kilometers?
- Is it a Right-Hand Drive vehicle?
- Where was the vehicle imported from?

Hearse

A hearse is a funeral vehicle that transports a casket; and is also known as a funeral coach. Most have the appearance of a station wagon but are typically factory chassis with custom body work added to the rear. Nearly any vehicle can be sent to a builder to convert into a hearse.

Hearse - Has car-like features and an area to transport the casket.

Transport Vehicle - These are basic units without the fancy plush interior features.

Flower Car - These are designed to look similar to the El Camino with an open rear box to display and transport the flowers from the funeral.

Information requested for Hearse Valuations:

- What is the year, make, model and mileage of the vehicle?
- Who completed the conversion?
- What options and features does the vehicle have?
- Is the hearse a transport vehicle or a flower car?

Alternative Fuel Vehicles

Typically, only non-factory conversions are valued as alternative fuel vehicles. These vehicles are equipped with conversions that modify their engine to use an alternative/supplement resource for fueling gas and diesel designed engines. Nearly any vehicle can be converted with an alternative fuel type. CNG (Compressed Natural Gas) is typically converted from a gas engine. Propane and vegetable oil are the most common engine conversions completed on diesel engines. These conversions are done to increase fuel mileage and provide cleaner emissions.



Please Note

- Nitrous Oxide (also known as NOS) and Meth Injection are not considered Alternative Fuel. These are performance-enhancing additives and are not meant to increase fuel mileage. If this is the only modification it would not be ran as a specialty but as a regular vehicle private passenger vehicle.
- A commercial truck that has an alternative fuel conversion is typically valued as a Class 1-8 Truck. Please include the information for alternative fuel vehicles listed below, as well as the information requested from the Class 1-8 Cab & Chassis Guide and Truck Body Guide as applicable.

Information requested for Alternative Fuel Vehicles:

- What is the year, make, model, mileage and options on the vehicle?
- What kind of fuel does it run on?
- Who completed the conversion and when?
- How much did the conversion cost in total?

Limousine

A limousine is an unusually long luxury vehicle that a chauffeur typically drives. Any vehicle can be taken to a custom coachwork builder and converted into a limousine.

The stretch of a limousine is the distance between the **front** of the Back door to the **back** of the Front door in inches.

Typical features of a limo conversion:

- Privacy Glass
- Rear Seating
- Mood Lighting
- Fiber Optics
- Dry Bar
- Wood Interior Trim
- Mirrored Ceilings

Typically upgraded features:

- 5th door
- Rear AC
- Rear Radio – please specify configuration
- DVD player
- Single or Dual Sunroof
- Material Top
- Dual Partition
- Wet Bar
- TVs –please specify the number of TVs and their size

Information requested for Limousine Valuations:

- What is the year, make, model and mileage on the vehicle?
- What is the stretch of the vehicle? This is required for a limousine valuation.
- How many doors does the vehicle have?
- Who completed the conversion?
- What options and features does the vehicle have?

Taxi Vehicles

Nearly any vehicle can be outfitted for use as a taxi or livery vehicle. An example of a livery vehicle is a car owned by a limousine company but is not stretched. These vehicles are defined as vehicles for hire. In most situations they are expected to have higher than average mileage. Most states “brand” or mark the vehicle title with a stamp notifying future owners that the unit was once used as a taxi. This warns of possible extreme usage. It is common for taxi drivers to purchase retired police cars. Some larger companies may even purchase a block number of fleet units directly from the dealership which may decode as fleet or police cars. Some limousine companies use black units in their fleets that have no stretch – typically these vehicles are valued as taxis because of their type of use.

Information requested for Taxi Vehicles Valuations:

- What is the year, make, model and mileage of the vehicle?
- What options and features does the vehicle have?
- What taxi equipment does the vehicle have?
- Since decals are specific to each company, they are not included in the resale value of the vehicle.

Police Vehicle

Police vehicles are usually upgraded from factory to adjust for higher durability, speeds and capability for high mileage driving. Manufacturers usually accomplish this with a heavy-duty suspension, brakes, tires, alternator, transmission, cooling systems, and sometimes slight engine upgrades. It is also common to upgrade the electronics of the car in order to accommodate the use of additional electronic equipment. Some departments purchase undercover vehicles that are like a normal passenger unit; these are valued as police units.

Information requested for Police Vehicle Valuations:

- What is the year, make, model and mileage of the vehicle?
- What options and features does the vehicle have?
- What police equipment does the vehicle have?
- Since decals are specific to each department, they are not included in the resale value of the vehicle.

Note: This is not an all-inclusive list. Please include any pictures, pricing information or build sheets when available.