

# Trade Terms For Heavy Duty Trucks

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Note: this is a typical list of “*trade terms*” for HDT trucks. This particular list comes from International and defines what they mean when they say *trade terms*. You MUST ask what a particular dealer considers *trade terms*, because it may vary slightly.

1. Unit(s) will be road worthy, capable of operating as originally designed and passing all state and/or federal safety inspection requirements.
2. Units must have a current Federal D.O.T. inspection sticker.
3. Dents, body damage and/or rust damage allowance will be \$500 or less including damage to fuel tanks and bumpers.
4. No broken, cracked, or chipped glass.
5. Interior must be in good condition. Accessories including, but not limited to radios, gauges, lights, air conditioning, and controls must be as originally installed and in good working order. No rips or tears in seats will be accepted.
6. All standard and optional equipment on or in truck chassis and body must be included and must be in a working order. Van and truck bodies which are not the same year as the truck must be specifically identified prior to trade allowance being developed. Refrigerated units need to be identified by manufacturer, year, model, and hours of usage.
7. Engine must pass a Dyno test for 75% of rated horsepower. Blow-by will conform to the manufacturer’s specifications for Caterpillar, Cummins, Detroit and other applicable OEM’s. Crankcase, manifold and fuel pressure must not exceed manufacturer’s specs. If the engine fails a Dyno, the trading customer will be responsible for making necessary repairs prior to the UTO accepting the trade, as well as the cost of Dyno. Navistar, Inc will be responsible for the cost of the Dyno if the unit passes. All electronic engines must have the password removed prior to turn-in. A \$200 charge will be deducted from the bid value for any unit with passwords existing on the ECM.
8. At the discretion of the Used Truck Organization, trucks must be able to pass engine, coolant and transmission fluid sample analysis administered and facilitated by the Used Truck Organization. Any unit where analysis of the fluid samples results in a “normal” or “abnormal” rating will meet trade terms & conditions. Units with “critical” results on engine fluid sample analysis MUST be reviewed by the Warranty Administration Group. The Warranty Administration Group will provide engine repair instructions. These repairs MUST be completed, documented and communicated back to the UTO in order for the unit to meet Terms & Conditions.
9. All electronic engines must retain mileage information, which will be used for mileage verification. Any trade units that have had the mileage erased from the engine will be discounted by 20% of the bid value. With documentation of ECM change, original mileage at time of replacement, and legal title documentation, the 20% discounted value will be waived.
10. Auxiliary Power Units (APUs) must be in good working order, serviced according to manufacturer guidelines and have no more than 2,000 hours per year of operation. A charge of \$1.00 per hour will be deducted from the bid value for any APU in excess of 2,000 hours per year of operation.

11. Truck components must be maintained to original equipment manufacturer specifications. Service and maintenance interval documentation must be provided upon request.
12. All engines must be steamed/cleaned prior to trade inspection. No fluid leaks on engine, accessory components, or drive train. Oil leaks are classified as (A) normal build up, (B) wet accumulation, and (C) drip. Classification (a) is acceptable, trades with (B) and (C) type are not acceptable and will need to be repaired/replaced.
13. Brake linings on all axles must be at least 11/32”.
14. Brake drums must be D.O.T. acceptable. Brake drums may not exceed manufacturers stated maximum diameter (.120” over original diameter). It is the customer’s responsibility to replace drums not meeting stated criteria.
15. Batteries, starter, alternator and other ignition system components must be in sound condition and capable of starting and charging system under chassis own power.
16. All tires must be matched type by axle group (steering as well as rear drive); all sizes on units must be same. Any tire size exceptions must be noted in original appraisal, and specifically approved. All tires must have minimum remaining tread depth of 10/32”, measured at groove closest to centerline of each tire. No casings accepted that do not meet D.O.T. standards & requirements. No steering, straight tread or trailer tires accepted on rear axles. No 3rd generation recaps will be accepted. No “All Position Tires” accepted on any vehicle.
17. Wide-based tires must be virgin tires with a minimum tread depth of 12/32”. Recaps will not be accepted.
18. No broken or cracked frames, springs, axle housings, bushings and fifth wheels will be accepted.
19. Unit(s) will be de-identified (with heat gun, not scraper) before turn-in. Paint must NOT be damaged. Paint should be original or equivalent.
20. Customer must provide negotiable title, free of all liens.
21. Customer must provide a written statement, signed and dated, stating as to whether there was or was not a prior taxable use of the vehicle.
22. If units do not meet T&C upon first inspection, the customer will be responsible for the cost of the second inspection at a minimum of \$250 per unit with said cost being deducted from bid value.