

## Attachment - Fleet CEP Points Replacement Criteria

| Factor                     | Points                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                               |
|----------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------|
| Age                        | One point for each year of chronological age, based on in-service date.                                                                                                                                                                                                                                                                                                                                                                                                                                   |                               |
| Miles/Hours                | On Road Vehicles and Equipment one point for each 10,000 miles or one point for each 20,000 miles with 7 liter or larger size diesel engines<br>Off Road Equipment one point for each 1000 hours of use on over 150 horsepower diesel engines or one point for each 200 hours of use on under 150 horsepower diesel engines                                                                                                                                                                               |                               |
| Type of Service            | 1, 3 or 5 points are assigned based on the type of service that vehicle receives. For instance, a police patrol car would be given a 5 because it is in severe duty service. In contrast, an administrative sedan would be given a 1                                                                                                                                                                                                                                                                      |                               |
| Reliability                | 1 to 5 points are assigned based on the frequency that a unit was in for repairs last year. A 5 would be assigned to a unit that is in the shop three or more times per month on average, while a 1 would be assigned to a unit in the shop an average of once every three months or less.                                                                                                                                                                                                                |                               |
| Maintenance & Repair Costs | 1 to 5 points are assigned based on total M&R costs (not including repair of accident damage). A 5 is assigned to a unit with life to date M&R costs equal to or greater than the vehicle's original purchase price, while a 1 is given to a unit with life to date M&R costs equal to 20% or less of its original purchase cost.                                                                                                                                                                         |                               |
| Condition                  | This category takes into consideration body condition, rust, interior condition, accident history, anticipated repairs, etc. A scale of 0 to 5 points is used with 5 being poor condition.                                                                                                                                                                                                                                                                                                                |                               |
| Energy Efficiency          | 0 to a maximum of 6 points are assigned based on energy efficiency categories. Points from each category are added together to get total points. <ul style="list-style-type: none"><li>• 1 for utilization or sharing across Fleet groups</li><li>• 1 for right sizing of replacement unit</li><li>• 1 for flex fuel unleaded compatible or bio diesel fuel compatible engines</li><li>• 1 for hybrid or alternative fuel engine</li><li>• 1 for alternative power unit or anti idle technology</li></ul> |                               |
| Point Ranges               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                               |
| Under 18 points            | Condition I                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Excellent                     |
| 18 to 22 points            | Condition II                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Good                          |
| 23 to 27 points            | Condition III                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Qualifies for replacement     |
| 28 points and above        | Condition IV                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Needs immediate consideration |

As an example of the application of the above points system, a five year old police patrol sedan has 90,000 miles, is in poor condition, has poor reliability, has repair costs equal to 70% of its purchase price and the replacement police sedan will be E85 compatible. Points would be assigned as follows:

- Age = 5 points
- Mileage = 9 points
- Type of service (severe) = 5 points
- Reliability = 5 points
- M&R costs = 3 points
- Condition = 5 points
- Energy Efficiency = 1 points
- Total = 33 points