

John Lawson
10-4-2



"The Lawson Formula"

12/08/2009 06:04 PM

Fleet Point System

You take the number of trucks in a fleet for each of the following model years and multiply by the assigned point. Then total the number of points and divide the total number of trucks in the fleet to determine your fleet score.

93 and older	= 5 points
94 - 98	= 4 points
99-02	= 3 points
03&04	= 2 points
05&06	= 1 point
07-09	= 0 point
2010 and newer	= -1 point

2010	must be @	2.00 points
2011	" "	1.75 points
2012	" "	1.50 points
2013	" "	1.25 points
2014	" "	1.00 points
2015	" "	.75 points
2016	" "	.50 points
2017	" "	.25 points
2018	" "	.00 points
2019	" "	.00 points
2020	" "	.00 points
2021	" "	-.25 points
2022	" "	-.50 points

Any trucks that are retrofitted with Nox and PM device that are 06 or older get a 1 point credit for their fleet.

Benefits to the system is that it gives them incentives to purchase 2010 equipment while at the same time remain in business. Keep it simple is the key that everyone can understand and not be scared at the same time.

Example:

Model Yr.	Assigned Points	Number Of Trucks	Total Points
93 & Older	5	10	50
94-98	4	10	40
99-02	3	10	30
03&04	2	10	20
05&06	1	10	10
07	0	10	0
10	-1	10	-10
Total		70	140

Total Fleet Points 140

Total Fleet Size 70

Fleet Score 2

(Points divide by Size)