



IdealIntel

Winter 2019

HAVE YOU SEEN OUR NEW RENTAL FLEET?

We completed the in-service process of our largest order of new rental trucks! These new rental units include sleeper and day cab tractors as well as CDL and N/CDL straight trucks and are full of exciting upgrades. The most prominent feature is the introduction of the Navistar A26 engine in the new International RH day cab.



We expect these rental tractors to get best in segment fuel economy! All of our new tractors will also have Eaton automated transmissions in an effort to maximize efficiency and driver retention. Our straight trucks will now have air ride suspensions for driver comfort and cargo security. Furthermore, a large lift gate with level ride platform and an aluminum pull out walk ramp are also included for versatility and ease in loading and unloading. Our new rentals are the best you can find in the area. Call us today to reserve yours!

COLD WEATHER FUELING TIPS – HOW TO SAVE MONEY AND TIME THIS WINTER



As we are in the middle of the coldest part of winter, it's a good time to review your cold weather fuel process. Adhering to these tips can prevent expensive and time-wasting gelled fuel.

- If you're driving long distances or in warmer climates always get fuel at a local station in the northern states. Northern state fuel stops will feature winter blended fuel while stations in the south often will not.
- Keep your fuel tanks as close to full as possible at all times. Do not allow fuel levels to fall below half tank. This prevents condensation from forming and freezing on the inside of the tanks.

- Use fuel additives that prevent wax plugging of filters at temperatures as low as -40F.
- Never use products such as Power Service Diesel 911, Schaeffers #284 Diesel Hot Line, or Amsoil Diesel Recovery. These products are for use only after fuel has gelled; not to prevent gelling.
- Always add additive following the directions supplied on the additive container. Doubling the dosage does not increase protection!



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Locations

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PROTECTING DRIVERS AND TRUCKS DURING COLD WEATHER

Protecting your drivers and trucks during extreme weather conditions is no easy task. Some of these tips below could save you from an accident or an expensive repair bill. In order to ensure that your load and your drivers get to where they need to go on time and safely this winter, refresh your memory with these nine helpful safety tips. These tips and suggestions can also be used for an extremely handy checklist for those new truck drivers on the road!



Safety Checklist:

- Diesel fuel supplement should be added to the ultra-low sulfur diesel fuel when temperatures drop below 32 degrees.
- Always plug in the engine block heater when the temperature is below 32 degrees. During colder temperatures, trucks that are not utilized should be started and let run every day to bring the unit up to normal operating temperature.
- Initial startup procedure should be as follows: Complete pre-trip of unit, unplug block heater, turn ignition switch to on, and wait for dash lights to stop cycling, start engine, leave engine run until engine operating temperature increases.
- For trucks equipped with air brakes, drivers should purge air tanks daily.
- If you are driving in snow, ice, slush, rain, etc., before parking the unit for the day you should lightly apply the brakes while the unit is moving to dry the brake shoes, drums, rotors and pads so the brakes do not freeze while parked.
- Make sure windshield washer fluid is full and that all windows are 100% clean.
- Remove any ice-snow build up from steps and grab handles to prevent a slip or fall.
- Always use the 3-point method of entering and exiting the cab.
- When parking the unit make sure if heavy snow is forecast that the unit is not left parked in an outside dock or near a building overhang. Snow can drift off the building causing excessive accumulation on the top of the truck or trailer and can cause the roof to collapse.

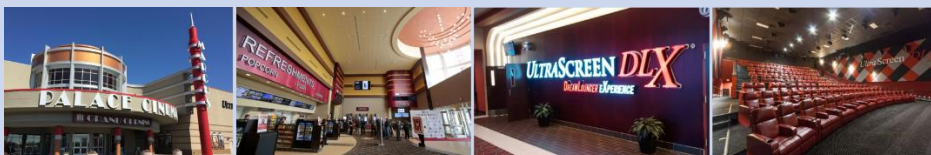
2019 ANNUAL SAFETY AND COMPLIANCE SEMINAR



Badgerland Idealease hosts safety and compliance seminars every year, highlighting the latest industry changes. This year it will be held in May at the Marcus Majestic Cinema of Brookfield.

WHEN: Thursday, May 23rd 2019
From 8AM to 4:30PM

WHERE: Marcus Majestic Cinema of Brookfield
770 N Springdale Road, Waukesha, WI



A graphic titled "DRIVING SAFETY THROUGH BUSINESS INTELLIGENCE IN 2019". It features a white semi-truck on a road, surrounded by various icons representing safety and business intelligence: a globe, a location pin, a temperature gauge, a warning sign, a gear, a dollar sign, and a Wi-Fi symbol. At the bottom, it says "IDEALEASE" and "NPTC National Private Truck Council". Below that, it says "A one day seminar in your area co-sponsored by Idealease, Inc. and NPTC".

MEET OUR TEAM! BADGERLAND IDEALEASE IS HERE TO SERVE YOU AND YOUR BUSINESS

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"Just do what's right and good things will happen."



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"Create Partners, Not Customers."



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"Be productive where the Lord has given you Talent, Ability and Opportunity."



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"Success is not final, failure is not fatal, it is the courage to continue that counts."



Rental Team

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"Stop selling. Start helping."



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"Success is walking from failure to failure with no loss of enthusiasm."



COMPLIANCE CORNER: TIPS FROM INDUSTRY EXPERTS

Interstate or Intrastate? How Do You Know?

If the cargo on board began its journey will and end its journey out of state, you likely are continuing an interstate movement. Examples of this are picking up or dropping off something at an airport, seaport, rail yard, cross dock, or potentially at a warehouse or distribution center. This is important because when engaged in interstate transport, the federal rules apply. If strictly operating intrastate, the state's rules apply. It's extremely important to know your status as a driver as the differences between state and federal rules have large variances. Medical certification, hours of service, and driver licensing are all areas that may have different regulations depending on if you're operating as interstate or intrastate status.

Know Your Weight or Risk Your Freight!

There's more than just the gross weight to be concerned with. A driver needs to be aware of the weight the vehicle is rated and registered for. In addition to staying within the legal limits of the road, knowing the vehicle weight helps determine what rules to follow due to the three primary definitions of a commercial motor vehicle. The broadest definition of the weight rule is vehicles that operate on a highway in interstate commerce with a weight of 10,001 pounds or more – rated or actual – by themselves or in combination with a trailer. Vehicles that meet this definition need to follow all of the applicable Federal Motor Carrier Safety Regulations. These include the regulations for driver qualifications, parts and accessories necessary for the safe operation of motor vehicles, vehicle inspections, vehicle markings, DOT registration, driving, and hours of service. If the vehicle has an actual or rated weight of 26,001 pounds or more (combined trailer weight), then the commercial driver's license and drug and alcohol testing program regulations need to be followed.