

## Spring is Here

**Q: Spring is here! I see my fuel economy improving, so our drivers must be performing better, right?**



**A: Don't confuse weather for progress. Spring brings improved KPI's (Key Performance Indicators), but it's not necessarily due to focused efforts on behavioral changes. Here are a couple of weather-based KPI Improvements you can make.**

MPG – Fuel economy has increased over the past couple months. Perhaps you feel your drivers' habits have improved, but as the weather warms up 'summer blend' diesel starts making its way into the fuel stations and trucks. As the summer blend burns more efficiently, it naturally increases your fuel economy coming out of winter.

Idle Percentage - Here is where some habits may change. Drivers start to appreciate the spring weather and tend to turn their vehicles off in a timely manner. They don't have their heaters running or a need to keep the truck running in order to keep the cab warm.

The key here is to let drivers know you see the idle percentage dropping. They aren't focusing too hard but are showing improvement. This is where you can show them the improvement and keep the discussion moving forward as weather begins to warm up. Let's keep those spring habits at the forefront. The weather helped improve the habit, but coaching will drive improvements.

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*weekly Question or Tip of the Week explaining different elements of the scorecard, tips to improve Key Performance Indicators (KPI's), or other motivational topics to keep the team (s) striving for excellence behind the wheel. If you have a question or would like a topic covered, please email [jerryring@idealease.com](mailto:jerryring@idealease.com).*

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