VyRal

A LeakReceipts Field Guide

LeakReceipts for Equipment Rental Yards

The Field Guide: where the money leaks, how to prove it, and how to close it

For: Equipment Rental Yard — Return Condition and Overage

by VyRal Dynasty

LeakReceipts for Equipment Rental Yards The Field Guide: where the money leaks, how to prove it, and how to close it

First edition, November 2026, revised 12 November 2026. Built from VyRal's lane research as it stood on 11 November 2026.

© 2026 VyRal Dynasty Holdings LLC, a South Carolina company. All rights reserved. A VyRal Dynasty product.

How every number in this book is labeled.

- **VERIFIED** means the figure comes from a named, dated source, and the source is printed next to it.
- **CALCULATED** means it is arithmetic on verified numbers or on your own numbers, and the math is shown.
- **ESTIMATE** means a reasoned range, and it is always called one.
- **STRUCTURAL** marks a standing rule of the trade (a law, a contract term, how the paperwork works), not a market figure.
- **STILL BEING MEASURED** means VyRal has not verified a figure yet, so no number is printed.

If a number is not labeled, it is a blank for you to fill from your own paper.

What this book is not. This is education, not legal, tax, accounting or financial advice. Where a fix says a professional decides, a professional decides. Nothing here says that any company, customer or person did anything wrong. The fixes show you how to check your own paper and ask in writing.

About how this book was made. This book was assembled with AI from VyRal's sourced research on this trade and checked against those sources. AI can make mistakes. Before you act on a figure, check it against the source printed beside it. Rules and rates change, and every figure carries its date for that reason.

Before you share any document with anyone, Vera included, black out account numbers, Social Security numbers and anything else you would not hand a stranger.

Contents

1. The short answer for your trade
2. What people in your trade say hurts
3. Get your paper together
4. Leak 1: Damage Waiver Disclosure Rules Are Motor-Vehicle Specific, Not Equipment
5. Leak 2: The FTC's Junk-Fee Rule Doesn't Reach Equipment Rental
6. Leak 3: Ancillary Charges Must Be Disclosed and Real — Never a Junk Fee
7. Leak 4: Self-Employment Tax (SECA) Boundary
8. Leak 5: The Fleet Itself (Pride Economy)
9. Leak 6: The Two-Point Close (Check-Out Baseline, Check-In Reconciliation)
10. Leak 7: Wear vs. Damage — The Line Runs Both Ways
11. Leak 8: Dollar Utilization vs. Time Utilization
12. More leaks to check
13. Grow it: the next rung
14. The household side: TrueNET
15. Your 30-day leak plan
16. Take it into LeakReceipts
17. Sources
18. Your leak log

The short answer for your trade

Every leak in this trade gets decided in about two minutes, at one counter, by one person: the clerk checking a machine back in. An overage day, unreturned fuel, real damage written off as wear, a waived cleaning fee — none of it requires a counterparty's cooperation or a regulator's ruling to fix, because you already own the moment where it happens. The catch is that the person making that call at check-in isn't the person who feels the loss if they wave it through, and under time pressure, avoiding a two-minute confrontation is easier than defending a charge. Put a documented baseline on every machine at check-out and reconcile against it at check-in, and the leak stops being a judgment call and starts being a line on a reconciliation.

Your leak map

Every leak this book covers, biggest first. The size grade is VyRal's research grade for how much money a leak tends to move in this trade. It is a grade, not a dollar figure. Your own paper sets the dollars.

#	Leak	Size grade	Evidence	Fixes
1	Damage Waiver Disclosure Rules Are Motor-Vehicle Specific, Not Equipment	Moderate	VERIFIED	1
2	The FTC's Junk-Fee Rule Doesn't Reach Equipment Rental	Moderate	VERIFIED	1
3	Ancillary Charges Must Be Disclosed and Real — Never a Junk Fee	Not graded	STRUCTURAL	1
4	Self-Employment Tax (SECA) Boundary	Not graded	STRUCTURAL	1
5	The Fleet Itself (Pride Economy)	Not graded	STRUCTURAL	1
6	The Two-Point Close (Check-Out Baseline, Check-In Reconciliation)	Not graded	STRUCTURAL	1
7	Wear vs. Damage — The Line Runs Both Ways	Not graded	STRUCTURAL	1
8	Dollar Utilization vs. Time Utilization	Major	STILL BEING MEASURED	1

Then there are 4 more leaks to check, each with its own fixes, in the chapter called More leaks to check.

What people in your trade say hurts

Before we built a single fix, we went and read what people in this trade say out loud: forums, trade press, regulators' complaint files and court records. These are the pains that kept coming up, the ones with the most sources first. If one of them is yours, you're not imagining it.

Diesel for delivery and pickup goes up, but my delivery charge doesn't

My trucks haul every machine out and back. Diesel went way up, but my delivery fee is a flat number set years ago, and I don't add a fuel surcharge the way the big chains do.

Found in 4 public sources; newest dated 2026-03-31. VERIFIED count from VyRal's public research log; the sources are listed at the back.

Machines stolen off rent or off the yard, and most never come back

A skid steer or trailer walks off a job site or my lot. The police report gets filed, but most stolen machines are never found, and the loss plus the lost rent is on me.

Found in 4 public sources; newest dated 2025-06-27. VERIFIED count from VyRal's public research log; the sources are listed at the back.

New machines cost more with tariffs, but the big chains hold rental rates down

Replacing a machine costs more every year, partly from tariffs. My rates have to sit near what the national chains charge, so the gap comes out of my margin.

Found in 4 public sources; newest dated 2026-03-31. VERIFIED count from VyRal's public research log; the sources are listed at the back.

Return-damage charges get disputed and I end up eating the repair

A machine comes back with damage. The customer says it was like that when it left, I have no proof of how it went out, and I end up writing off the charge.

Found in 4 public sources; newest dated . VERIFIED count from VyRal's public research log; the sources are listed at the back.

Counter staff discount and waive fees, so machines out on rent bill under rate

The machine is out and working, but the ticket shows a discount, a waived delivery or a skipped fuel charge. Nobody signed off on it and I only see it at month end, if at all.

Found in 3 public sources; newest dated 2026-05-01. VERIFIED count from VyRal's public research log; the sources are listed at the back.

Get your paper together

Every fix in this book starts with paper, not memory. Memory rounds in the other side's favor. Paper doesn't.

Pull the last 90 days. Put it all in one folder, paper or phone, and label each piece with its date. Black out account numbers and Social Security numbers before you share anything with anyone.

The paper that proves each leak:

- Your contracts, invoices, statements, pay records and the messages around them.

My folder checklist

Last 90 days of statements or pay records _____

Every contract or agreement I work under _____

Every invoice, ticket or settlement for the same 90 days _____

The messages that changed a price, a scope or a date _____

Leak 1: Damage Waiver Disclosure Rules Are Motor-Vehicle Specific, Not Equipment

Size grade: Moderate · Evidence: VERIFIED

What it is. Several states regulate damage waiver products with specific disclosure and fee-cap rules, but these statutes are written for passenger motor vehicle rentals, not construction or industrial equipment rental.

Why it leaks. An equipment rental yard cannot assume the vehicle-rental waiver rules its state has on the books apply to its own damage waiver product; equipment rental sits instead under general contract law and state unfair-and-deceptive-practices statutes.

The number to hold it against. State damage-waiver laws cover passenger vehicles, not equipment: New York caps passenger-vehicle waiver fees at $9/$12/$15 per day through June 30, 2028 and excludes property-transport vehicles; Texas regulates passenger-vehicle waivers only. Source: New York General Business Law §396-z; Texas Business and Commerce Code Chapter 91; confirmed August 21, 2026.

VERIFIED · Primary — government or regulator

> **Ask yourself:** Do you know whether your state's damage waiver disclosure rules actually apply to equipment rental, or only to passenger vehicles?

1. Assuming your state's car-rental damage waiver rules cover your equipment waiver

Fix approved · leak evidence: Verified

Fix 1 — Do it yourself (free).

1. Pull your damage waiver wording from your rental agreement.
2. Check it says in plain words: what the waiver covers, what it does not cover, how it is priced, and that it is optional (if it is).
3. Do not rely on your state's car-rental waiver law for your equipment product. In the three states we checked, those laws are written for rental cars: Texas covers private passenger vehicles, Nevada's waiver rule speaks of passenger cars, and New York's leaves out vehicles built mainly to haul property.
4. Ask your attorney which law does govern your waiver in your state and whether your wording holds up. That is their call, not ours.

5. Train your counter staff to explain the waiver the same way the paper does.

Fix 2 — The words to send, under your own name. Fill in the brackets, keep a copy, and send it from your own email or by mail. Nobody sends it for you.

> Email to your attorney: 'Hi [ATTORNEY NAME], this is [YOUR NAME] at [YARD NAME] in [STATE]. We sell a damage waiver on equipment rentals. Our current wording is attached. Could you tell me (1) which laws govern an equipment damage waiver in [STATE], since our state's vehicle-rental waiver rules seem to be written for passenger cars, (2) whether our wording, price disclosure, and optional/required language are adequate, and (3) what you would change? I can meet [DATE OPTIONS]. Thanks, [YOUR NAME].'

Fix 3 — Done for you. **LeakReceipts · Contract Check**

WE DO: pull your damage waiver wording and list, in plain words, what it says it covers, what it excludes, and how it is priced, so your attorney has one clear page to review (not legal advice). YOU DO: take it to your attorney and decide what to change.

Keep it closed. Have your attorney review the damage waiver wording any time you change it or open a yard in a new state.

What this fix can't decide for you. Which law governs an equipment damage waiver is an attorney's call. We do not interpret his contract.

My receipt for this leak			
Owed by my paper	Paid or billed	Gap (CALCULATED: owed − paid)	Fix 2 sent · answer

FREE FIRST CHAPTER

That's Leak 1 of 8.

The full Field Guide for Equipment Rental Yards walks through every leak on the map you just read: why it happens, the paper that proves it, and three fixes for each one — one you do yourself for free, the words to send under your own name, and what LeakReceipts can do for you while the decision stays yours.

Get the full guide:
leakreceipts.com/ebooks/equipment-rental-yards

Run it on your own numbers:
leakreceipts.com

WE WALK BY FAITH NOT BY SIGHT — 2 Corinthians 5:7