



WHITE PAPER

## How to Select a Fuel Card for Your Fleet

When it comes to successful fleet management, knowledge is power. Since fuel is one of your largest expenses, it's vital to closely monitor and understand your fleet's fuel data.



By integrating your fuel cards with a fleet management software platform, you can automatically unlock powerful fuel consumption, transaction and efficiency data.

## Things to consider when selecting a fuel card:



### Location

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Some fuel cards are location and fuel station specific. For instance, there are some fuel cards that are specific to the United Kingdom or are only accepted at Shell Stations. This is important to note, as fuel cards who are region and fuel station-specific can cause fleet efficiency problems. For example, this can cause your employees to burn up extra fuel and valuable time finding a gas pump. If availability is in question, then a universally accepted card (MasterCard/Visa) may be your best bet.



### Pricing

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It may sound a bit confusing, but the price you see at the pump is not always what you get with fuel card purchasing. Certain products will allow you to batch your fuel purchases and issue volume-based pricing after a certain period. This has potential to save your company money, but be aware it could come with added requirements or fees that other cards may not. The key here is to have an idea of what you are currently spending on fuel and whether that trend will continue in the future.



## Controls

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Here is one of the biggest differences between a typical credit card and a fuel card: control. You can pretty much limit your card users however you would like. Cards may be restricted to the pump, or pump and convenience store, or they might be usable for vehicle service. Either way, you know that employees are much less likely to abuse a company card. To keep them from loading up on free gas, you can consider the next topic on our list: Connectivity.



## Connectivity

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If you are simply getting a statement at the end of the month, then you aren't doing enough with your fuel expenses. Fleetio integrates with major fuel card providers creating a direct link to the rest of your vehicle information. With this data, you can get an overall cost per mile for your vehicles, see automatic fuel economy calculations, monitor irregular fuel purchases and more.

Tying your purchases to an integrated system will put all of your important fleet information in one location—making for much better analysis and decision making.

# Major Card Providers

Navigating the world of fuel cards can be overwhelming since there are quite a few players out there. Luckily, there are a handful of names that make up the majority of fleet fuel cards both in the US and internationally.

In this list, we'll highlight a few of the most popular fuel cards, their notable differences and how they might fit within your fleet organization.



FleetCards USA, owned by FleetCor, offers a handful of popular brands in the United States. Their products are usually a good fit for smaller to medium-sized fleets, but they do have larger customers as well.

### **Universal Premium Fleet Card**

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This MasterCard-backed product is widely accepted and can be used for a variety of fleet purchases. Almost half of larger fleets (50+ vehicles) choose a universal option due to flexibility and ease of use.

### **Fuelman**

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This card offers pricing programs within the Fuelman Network featuring wholesale-based pricing and special discount programs. These cards can also be used for maintenance purchases.

### **ARCO**

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ARCO's Business Solutions program provides useful features, benefits and controls for every driver in your fleet. They promise savings compared to other retailers and offer real-time account information online.

### **BP Business Solutions**

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This card has customized account settings to best suit your business. BP Business Solutions gives control over fuel purchases like gallon limits while saving on fuel costs. It is accepted at over 10,000 BP locations and account information is available online.

### **Chevron & Texaco Business**

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This card has customized tools to help control, monitor and analyze fleet fuel expenses. Accepted at Chevron and Texaco stations nationwide. Also valid at Havoline Xpress Lube locations.



Formally known as Wright Express, WEX has a global presence and a diverse array of fuel card products. They have a proprietary US network with acceptance at over 90 percent of the nation's retail fuel locations and over 45,000 vehicle maintenance locations. Currently, their cards are used for 7.4 million vehicles to purchase fuel and maintenance services. [WEX Fleet Cards](#) can help businesses save up to 15 percent on fuel expenses, and allow for tighter spending controls. Accepted at 90 percent of fuel and service locations in the US.

### **WEX Small Business Card**

With this card, you can save money at the pump, in addition to reducing the risk of fraud, cutting down on paperwork and earning rewards. Their mobile app also allows you to find stations with the best pricing.

### **FleetOne/OTR**

This over-the-road card is optimized to help fleet drivers buy fuel more efficiently, streamline purchasing processes while improving tracking and reporting. It's accepted at over 6,900 truck stops and there are no transaction fees.

### **WEX Government Fleet Cards**

This offering is specifically targeted at state and federal government fleets. Controls and features are centered around precise budgeting and data accuracy.



## COMDATA

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Comdata offers flexible fleet solutions that can help you gain greater oversight into spending. Real-time management, detailed reporting and comprehensive controls are the primary benefits across their line of products.

### **Comdata FleetAdvance**

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FleetAdvance helps you manage fuel purchases with real-time insight. Set your fuel price thresholds or purchasing criteria, receive text or email alerts when drivers do not comply and track fuel purchasing performance and savings via a dedicated portal.

### **Comdata Fleet Card**

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This over-the-road card is accepted at thousands of fueling locations nationwide and allows for real-time, customized reporting. You can also authorize one-time or emergency purchases with enhanced controls.

### **Comdata MasterCard Corporate Fleet Card**

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This over-the-road card is accepted at thousands of fueling locations nationwide and allows for real-time, customized reporting. You can also authorize one-time or emergency purchases with enhanced controls.

## US Bank

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This recognizable financial institution backs the Voyager Fleet Card, which is one of the more popular options amongst larger fleets in the US.



## Shell Global

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This well-known international energy company has their own line of cards for both personal and business fleet use.



## Smaller Card Providers

### Valero Fleet Credit Card

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With this card from Valero, you can save up to 7 cents per gallon on fuel purchases and get flexible reporting. Cards can be customized for each vehicle and PINs assigned to each driver.

### 360 Small Business Fleet Card

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This card is accepted at 98 percent of all fuel stations and you can receive a rebate of 1 percent purchases at 17,000 locations.

## International Options

### Allstar Fuel Cards (United Kingdom)

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Allstar has the largest fuel network in the UK with over 8,000 locations nationwide. The card is restricted to vehicle-related purchases only. You can also get consolidated reporting.

### Petro-Canada Superpass

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With the Petro-Canada Superpass, you can set tight restrictions on purchases and make quick changes to your plan with online access to the account. You also get access to Canada's largest fuel station network.



## WEX Motorpass Fuel Card (Australia)

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Motorpass is accepted at over 90 percent of service stations Australia-wide in addition to 5,400 vehicle related partners. Reports are fully itemized and include all the essential information with regards to your fuel purchases. They also provide partner benefits and fleet discounts.



## Fleet Card Australia

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Fleet Card is accepted at 6,000 sites across Australia, which represents 95 percent of the fuel stations in the country. This product can be used for fuel as well as maintenance. Fleet Card also requires no minimum expense or signup fee.

**Are you ready to gain better control over your fuel costs? Integrate your fleet's fuel cards with Fleetio! Learn more at [fleetio.com/fuel-cards](https://fleetio.com/fuel-cards).**



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