

CASE STUDY

Fuel Card Management Solution For Nationwide Automobile Retailer

Private fleet saves big with

MULTI SERVICE®
FUEL CARD

CUSTOMER PROFILE

FLEET SIZE	818 Trucks
FLEET TYPE	Private
MARKET VERTICAL	Auto Retailer
ROUTE DEMOGRAPHICS	Focused, Regional Routes across United States
FUEL PROFILE	ULSD2, DEF, Lubricants
CURRENT ANNUAL VOLUME	20.4M Gallons Annually

MULTI SERVICE FUEL CARD
OTR

01234567891011121314 0
MSFC TRUCKING
CARD 1



THE PAIN

A nationwide automobile retailer was using a fuel card to purchase fuel for its over-the-road private fleet. It was paying high transaction fees on every swipe and only averaging \$0.03 - \$0.05 cents in savings on every gallon of fuel purchased. The company had to find a better way to realize fuel savings and efficiencies.

MULTI SERVICE FUEL CARD SOLUTION

MSFC custom built a fuel card solution that worked best for this private fleet versus the out of the box offer their previous fuel card provider issued them

- Thorough analysis of existing fuel purchase program
- Route optimization recommendations
- Reduced transaction fees
- Leveraged merchant relationships to facilitate more significant fuel discounts
- Created customized business intelligence dashboard with enhanced, on-demand reporting
- Provided purchase controls preventing out-of-policy spend
- Dedicated account management team with 24/7/365 white glove approach to service

OUTCOME

The Multi Service Fuel Card proposed solution was implemented over the course of 90 days, allowing the fleet to realize immediate savings and efficiencies.

- \$5.8M in annual fuel discounts
- \$312K in annual transaction fee savings
- 630% increase in fleet size
- 1013% growth in volume
- Near zero instances of fraud or out-of-policy spend
- Multiple credit line increases enabling growth

**TOTAL ESTIMATED ANNUAL CUSTOMER
SAVINGS OVER \$6,000,000**

MS MULTI SERVICE® FUEL CARD

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Focused on YOUR needs for the long haul

In 1978, Multi Service Fuel Card was founded by a former over-the-road truck driver who believed there had to be a better way to pay for fuel than a pocket full of cash. From that belief came the first fuel card to offer real -time transaction authorization, forever changing the way fleet owners managed fuel spend.

More than four decades later, Multi Service Fuel Card continues to be recognized by its customers as the leading fuel card solution in the trucking industry. Accepted at over 8,900 locations across the U.S. and Canada, Multi Service Fuel Card offers fleets generous credit lines, premium customer service, fuel management solutions and customized fuel purchasing programs.



**DEDICATED ACCOUNT
MANAGEMENT**



PERSONALIZED BILLING



**PREMIUM CUSTOMER
SERVICE**



**NATIONWIDE
ACCEPTANCE**



FUEL DISCOUNTS



**GENEROUS
CREDIT LINES**



**39 TMS
INTEGRATIONS**

Transport Management Systems That Integrate With **MS FUEL CARD**



MS MULTI SERVICE®
FUEL CARD

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