



A note from Randy Morgan, COO at Comdata®--

Family and our customers are a big part of my holiday season. I look back and feel extremely grateful for every opportunity we've had to do business with you and your company this year.

There is no denying that 2022 has been a challenge. With obstacles such as volatile fuel prices, impending inflation and the news proclaiming that the sky is falling, it's difficult to drown out the noise and to keep our mind set on the future.

At Comdata, we handled it this way—we focused solely on supporting you, our customers, through consultative services, innovative solutions and big ideas to help you solve for your business goals. That is, and will continue to be, our mind set.

During the holidays, we'll maintain the focus on your 2023 success, so that you can concentrate on your family, health, and happiness during the holidays.

Here's to great success to you and your company through the coming year!

All the best,

Randy Morgan

PRODUCT UPDATES

PREDICTIVE PRICING FREE TRIAL

As a leader in fleet solutions, Comdata® is pleased to announce that we have just kicked-off a **free trial** of our innovative, new **Predictive Pricing** data feed on 11/20/22. This new feed will deliver tomorrow's fuel prices TODAY, so that fleets can make informed, efficient fuel purchasing decisions.

Initially, this data feed will be delivered as an addendum (03 record) to our existing *Special Pricing* (FM97) and include the following data points¹:

- Best price at the truckstop today
- Best price at the truckstop tomorrow
- Difference (delta) in today's/tomorrow's price
- Simple buy decision text (e.g., Buy Today, Buy Tomorrow, Either Day)

Future releases will expand functionality to deliver this data via online reporting and alerts.

Clients currently subscribing to the *Special Pricing* (FM97) will automatically receive this data as part of their typical data feed. Clients interested in subscribing should reach out to their dedicated account manager for more details. See new *Special Pricing* (FM97) record layout and FAQ attached.

This data will be provided free-of-charge through April 30, 2023, in exchange for client feedback. **We encourage clients to send any comments, concerns and stories on the Predictive Pricing data feed to product-feedback@fleetcor.com.** We are especially interested in learning how the data feed impacted fuel savings and/or improved efficiencies for their company. Those who provide feedback will be offered discounted pricing to continue receiving the feed as a subscription service after the trial ends.

Updates will be provided in the new year regarding the planned pricing for this innovative new feature!

¹ Best price today provides the better of between cost-plus pricing and retail minus discounts. Best price tomorrow is based on OPIS rack price data combined with current pricing components. Buy decision based on better of today's and tomorrow's predicted best price. Actual price at the pump may vary.

WE'RE GETTING TOUGHER ON FUEL FRAUD

You bet we are. We have deployed enhanced authorization control measures for our proprietary Comdata® fleet card.

Here's how it works: During pre-authorization we will identify the product type being requested. If the product type is a fuel product (D1, D2, Reefer, Other), then we will decline subsequent pre-authorizations for fuel products until the pending fuel transaction has been completed.

This feature is now live for merchants sending standard pre-authorization data. We will continue to expand our coverage in future releases. See [FAQs](#) for details.

FLEETCOR NEWS

Fortune 1000 and Forbes Global 2000 Annual Rankings

FLEETCOR Technologies, Inc. (NYSE: FLT), a leading global business payments company, listed for the sixth consecutive year among the highly respected Fortune 1000 and Forbes Global 2000 annual rankings.

The 2022 Fortune 1000 list is an annual ranking of the largest 1,000 U.S. companies based on revenue generated from core operations, discounted operations and consolidated subsidiaries. This year, FLEETCOR® is among the Fortune 1000's top third of companies for market value, climbed two spots with the Business Services sector due to 2021 revenue and remained in the top 10 companies in the Financial Data Services industry for its 2021 profits.

Additionally, FLEETCOR was listed among the 2022 Forbes Global 2000, an annual ranking of the top 2,000 public global companies based on four metrics: sales, profits, assets and market value.

FLEETCOR 2021 revenues and net both increased 19%, while its net income per diluted share increased 23%, compared with 2020 results.

FLEETCOR® Certified as a Most Loved Workplace

FLEETCOR Technologies, Inc. (NYSE: FLT), a leading global business payments company, was recently certified as a Most Loved Workplace®. Backed by Best Practice Institute (BPI) research and analysis, the Most Loved Workplace validation provides the most comprehensive look at workplace sentiment for organizations today.

Most Loved Workplaces certify companies where employees are the happiest and most satisfied at work. FLEETCOR made the list based on its scores on the Love of Workplace Index™, which surveyed employees on various elements around employee satisfaction and sentiment, including the level of respect, collaboration, support, and sense of belonging they feel inside the company.

FLEETCOR strives to create a culture where its more than 10,000 employees serving customers in 100+ countries feel their function and contribution at the company has purpose, their voice is heard and that they feel included.

“From first-time contact with a candidate to the time an employee retires or pursues another opportunity, we create a journey to attract, recruit, onboard and retain top talent,” said Crystal Williams, chief human resources officer, FLEETCOR. “As such, employee experiences are designed with diversity, inclusion and belonging (DIBs) and woven into our fabric. This certification is a testament to the culture we are building at FLEETCOR.”

FLEETCOR® Completes Acquisition and Investment in European EV Assets

SOURCE: FLEETCOR Technologies, Inc.

ATLANTA--(BUSINESS WIRE)--Sep. 6, 2022-- FLEETCOR Technologies, Inc. (NYSE: FLT), a leading global business payments company, announced today the acquisition of **Plugsurfing**, a leading European electric vehicle (EV) software and network provider. FLEETCOR® has also invested in **Zap-Map**, the UK's leading EV search and pay mapping service.

"We're building a broad set of EV assets to not only support our fleet clients' needs for public and at-home charging, but also to enter completely new EV customer segments with OEMs and CPOs (charge point operators)," said Ron Clarke, chairman and chief executive officer, FLEETCOR Technologies, Inc.

Plugsurfing has developed a proprietary EV charging network in Europe with over 300,000 charge points, or nearly 80% of all charge points in Europe, along with a mobile app to access charge point locations, availability, and cost. Plugsurfing serves EV manufacturers, CPOs and fleets with its software and network solutions.

Zap-Map provides EV drivers in the UK with software to locate, plan, and pay for EV charging. Zap-Map has 350,000 registered users and over 95% of the UK's public charge points on its network.

"We've integrated Zap-Map's software and EV network into our UK commercial fleet solution to seamlessly serve our clients as they transition to mixed fleets," said Alan King, FLEETCOR's global fleet group president.

FLEETCOR® Acquires Accounts Payable (AP) Automation Software Company

SOURCE: FLEETCOR Technologies, Inc.

Rounds Out Corporate Payments Platform Capabilities

FLEETCOR, a global business payments company, announced that it has acquired accounts payable (AP) automation software company **Accrualify**.

This will help FLEETCOR's portfolio of payments solutions and add to its corporate payments platform capabilities, according to the press release.

Accrualify works on automating procure-to-pay processes for companies, and the cloud-based software gives midmarket companies end-to-end procurement, invoice process automation and payments execution.

"The Accrualify acquisition provides workflow and process automation software that AP departments are looking for, and rounds out our 'process to execution' AP payment solution set," said Ron Clarke, FLEETCOR chairman and CEO. "We expect this capability to increase demand and revenue per client for our corporate payments product line."

FLEETCOR has made other acquisitions as of late, having bought airline software company Levarti in March. Levarti's solutions help with automating passenger notifications, flight rebookings, hotel accommodations, transfers and vouchers.

INDUSTRY NEWS

Driver Shortage No Longer Trucking's Top Concern

Thanks to record-high diesel prices and volatile pricing swings at the fuel island, fuel prices unseated the driver shortage as the industry's No. 1 concern, according to the American Transportation Research Institute's (ATRI) 18th annual Top Industry Issues report.

The driver shortage took the No. 2 spot after holding the top for five consecutive years. This is the first time fuel has made the top 10 list in nine years, coming in at No. 8 in 2013.

Find the full article here: [Driver Shortage No Longer Trucking's Top Concern](#)

Comdata & AscendTMS Partner to Offer Innovative Truck Permitting and Management Technology

A cutting-edge solution that allows carriers to purchase and manage permits through its TMS software

TAMPA, Florida, Nov. 01, 2022 (GLOBE NEWSWIRE) -- InMotion Global Inc. announced today that AscendTMS, the world's most popular and number one rated transportation management software (TMS), has added real-time truck permit purchases and management to its leading TMS software through a continued partnership with the largest provider of commercial truck permits, Comdata Inc.

A first-of-its-kind TMS software, AscendTMS now enables carriers to purchase and manage truck permits, send them to drivers, and get alerts when permits are needed for a particular trip or are going to expire.

"Comdata's use of AscendTMS has made the process of obtaining truck permits easier and more cost-effective for carriers," said Tim Higham, President of AscendTMS. "TMS software is the source of all truth regarding a carrier's customers, assets, drivers—and now DOT permits. This free service has the potential to drastically reduce a carrier's DOT fines and keep their trucks on the road longer by providing the capability to buy a permit with just a few clicks."

Ed Sanderson, Director of RCS Permit Operations at Comdata, said, "As a principal provider of temporary trip/fuel and over-dimensional permits, Comdata is committed to offering innovative ways of enabling customers to get the permits they need while staying compliant and saving time. We believe this partnership with AscendTMS provides an unprecedented opportunity for drivers to order permits directly from their TMS, speeding up the process and reducing data errors."

Comdata's partnership with AscendTMS is great news for Comdata customers—all will receive a new 3-month Premium subscription to AscendTMS – including all truck permitting features - at absolutely no cost to the carrier. To learn more about the free Comdata/AscendTMS software offering, visit thefreetms.com/features/Comdata.

GENERAL INTEREST

Highway Angels Save Lives While Driving

Read the entire article here: [Highway Angels Saving Lives](#)

The Truckload Carriers Association's designation of Highway Angel is reserved for those in the trucking industry who demonstrate immense amounts of kindness, courage, empathy, and selflessness to others while on the job.

Mike Lempka, who drives for ABF Freight in Fort Smith, Arkansas, was recently given the designation for saving a man who experienced a medical emergency while driving, causing him to crash through a fence and hitting a flagpole. Lempka helped to remove the man from the car following the crash, as reported by Truckers News.

The collision happened in the morning of Jan. 25 in Lincoln, Nebraska, as Lempka and a co-worker were walking to their trucks to start their day. The two heard a loud noise and when they turned their attention to see what had caused it, witnessed a car crashing through a fence and into a flagpole. They immediately began to help.

"We ran over there and this guy is in his vehicle," Lempka said. "He's clearly having an episode—he's shaking."

Comdata's 2023 Exchange

We're getting a really early start on making sure you have time to mark your calendars for **2023!**

X The Exchange



COMDATA

Fuelman

Corpay

As the conference draws closer, you'll be able to register and look into the always beneficial and informational breakout sessions from leading business leaders and Comdata experts! We look forward to seeing you in 2023!

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Below, we're highlighting an exciting new company!



Outdoor Advertising Re-Imagined! Outdoor advertising is about to get a makeover, and you won't believe what we've got in store!

We enhance your bottom-line profits without any investment on your part or changing the way you operate your business. How do we do it?

We connect our national advertisers with our trucking company partners. Large, multi-billion-dollar advertisers are interested in better ways to spread their messaging across America. Trucking companies are looking for ways to enhance their bottom line and remain competitive. In today's environment, trucking companies have to tackle skyrocketing fuel and parts costs, out-of-control regulations, supply chain issues, and driver recruiting and retention challenges. At Big Rig Ads, our goal is to enhance your profit with the least interference to your operation.

At the time of this writing, we know of no other company doing what we do. So, the real question is why use Big Rig Ads versus doing it yourself?

Ask yourself these questions:

Do you want to re-train and redirect your salesforce to bring in national advertising accounts, possibly reducing their results in closing freight sales?

We already have national multi-billion-dollar companies interested in advertising on your trailers.

Do you want to launch an unrelated division in your company and/or build an entirely new salesforce — essentially building a new business that is technically not transportation related—with all the related expenses, but no assurance of success or profitability?

Why distract yourself from your mainline business activities and invest in another business model, when we are already doing it for you—with no cost to you?

Do you have expertise in outdoor advertising? Do you have a way to provide advertisers with cost-per-thousand impressions data that overlays with trailer mapping data to show advertising effectiveness? We have a combination of advertising and transportation expertise. We have relationships with major advertisers. We have developed proprietary technology to mesh satellite tracking data and dynamic traffic count data, mapping out the entire country to show average daily traffic count/view impressions for each wrapped trailer as it travels around the country.

Do you have expertise in trailer-wrapping production and Project Management? We already have an experienced team of experts in vinyl wrap film printing and laminating, installations, and project management. Big Rig Ads brings you extra profit every month, for every trailer enrolled in our program and in service.

Check out “Big Rig Ads - Outdoor Ads Re-Imagined” from Big Rig Ads, LLC on Vimeo. The video is available for your viewing pleasure at <https://vimeo.com/758893849>

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