



Gas Trading Co Launches New Fuel Savings Program Targeting Mid-Sized Shipping Fleets

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GREENBELT, MD - April 07, 2025 - PRESSADVANTAGE -

Gas Trading Co, a leading provider of fleet fuel management solutions, has officially launched its latest offering: a new Fuel Savings Program designed specifically for mid-sized shipping fleets. This program delivers a strategic mix of cost savings, data-driven reporting, and seamless fuel card integration through partnerships with ESSO and Sunoco, two of North America's premier fleet fueling providers.

As the shipping and logistics industry continues to face mounting pressures from volatile fuel prices, emissions regulations, and complex routing demands, mid-sized fleet operators often find themselves without scalable tools that are typically tailored to either small independent drivers or massive national carriers. Gas Trading Co's new program aims to bridge that gap.

"Our team saw a real need in the market," said Joe Murphree, Shipping Fleet Manager at Gas Trading Co. "Mid-sized fleets—typically those running 20 to 150 vehicles—are often too large for basic card systems and too small to afford enterprise-level platforms. This new program is built from the ground up to serve that

segment. It's simple, powerful, and, most importantly, cost-effective.

The Fuel Savings Program combines discounted fuel pricing, centralized billing, and intelligent reporting through a flexible platform that integrates directly with both ESSO fleet fueling solutions and Sunoco fleet cards. This dual-partner model allows fleet operators to select the most geographically relevant or cost-efficient option for their routes, increasing convenience while lowering per-gallon fuel expenses.

Key features of the program include:

Fuel Discounts at thousands of ESSO and Sunoco locations across North America
Real-Time Reporting Dashboards for transaction tracking, fuel usage trends, and budget forecasting
Secure Driver Controls, including card-based PIN protection, purchase limits, and time/day restrictions
Consolidated Billing across multiple cards, terminals, and drivers
No Annual Fees or Long-Term Contracts, a rare feature in the fleet fuel card market

According to Murphree, the program was built with insights from years of hands-on fleet management and logistics planning. "We've worked directly with fleet owners and dispatchers who are juggling everything from fuel costs to maintenance schedules. We wanted to offer something that didn't just look good on paper but actually worked in the real world," he said.

Initial rollout of the Fuel Savings Program began with a closed beta test involving 40 mid-sized fleet operators across Texas, Louisiana, and Oklahoma. Participants reported average savings of 7 to 11 cents per gallon, depending on route density and fueling patterns. Several operators also noted increased administrative efficiency from the program's consolidated billing and transaction visibility features.

Fleet operators also appreciated the ability to choose between ESSO's comprehensive North American coverage and Sunoco's extensive East Coast and Midwest network, depending on their regional activity. This flexibility is especially attractive to shippers that operate seasonal or dynamic delivery routes.

The system's data analytics tools have also been a major differentiator. Using custom fuel usage dashboards, fleet managers can now pinpoint inefficiencies, identify high-cost fueling zones, and even detect off-route refueling incidents—empowering operations teams to take corrective action immediately.

In a logistics environment where margins are razor-thin, small operational gains can translate into major cost reductions over time. "Just being able to reduce fuel slippage or prevent unauthorized fill-ups can save a fleet thousands each year," added Murphree. "We're giving these companies the tools they need to operate smarter, not harder."

Gas Trading Co's partnership with ESSO and Sunoco has been instrumental in ensuring that participating fleets gain access to dependable, nationwide fueling infrastructure while maintaining pricing transparency and service continuity. "Both ESSO and Sunoco bring decades of reliability and innovation to this space," Murphree said. "We're proud to align with partners that understand the day-to-day needs of fleet operators."

The Fuel Savings Program is now available for enrollment through the Gas Trading Co website at <https://gastradingco.com>, with flexible onboarding options and dedicated account representatives available for fleet sizes ranging from 10 to 200 vehicles. The company has also announced plans to expand the program into Canada in Q3 2025, further supporting cross-border logistics providers.

Gas Trading Co continues to position itself as a forward-thinking partner for shipping and logistics companies seeking better control over fuel spend, streamlined operations, a specialized Fuel Savings Program designed to meet the unique operational and budgetary needs of mid-sized shipping fleets. The program introduces a powerful blend of volume-based discounts, real-time fuel analytics, and seamless integration with ESSO fleet fueling solutions and Sunoco fleet cards, enabling fleet managers to control costs, improve routing efficiency, and simplify reporting.

Developed with direct input from logistics professionals and shipping coordinators, the Fuel Savings Program reflects Gas Trading Co's commitment to addressing the everyday challenges of fleet fuel management — particularly for mid-sized operators who are often overlooked by large-scale fuel solutions. The program provides access to national networks of fuel stations while offering customizable limits, detailed transaction monitoring, and the convenience of centralized billing.

"Fleet managers are constantly juggling rising fuel costs, scattered fuel usage data, and tight delivery timelines," said Joe Murphree, Shipping Fleet Manager at Gas Trading Co. "We designed this program to give mid-sized fleets the tools and transparency they need to stay competitive — whether they're operating regionally or across multiple states. Partnering with ESSO and Sunoco allows us to bring trusted, scalable fueling solutions directly into their daily operations."

The new Fuel Savings Program enables fleet operators to issue tailored fuel cards to drivers or departments, each with pre-set limits and usage parameters. Transactions made through ESSO or Sunoco fueling stations automatically sync to a central platform, where fleet managers can monitor spend, analyze fuel trends, and generate reports that align with financial and compliance requirements.

Program Highlights Include:

Tiered Fuel Discounts based on monthly volume thresholds
Nationwide Coverage through the ESSO and Sunoco fueling networks
Spending Controls by driver, vehicle, or region
Real-Time Data Visibility for every fuel

transactionAutomated Invoicing and Reports for streamlined back-office operations24/7 Online Account Access via a secure portal

By focusing on fleets ranging from 10 to 150 vehicles, Gas Trading Co aims to provide a level of personalized service and flexibility that is typically reserved for enterprise-level clients. The company's customer support model includes onboarding assistance, training for account admins, and ongoing advisory services to help clients optimize their fuel usage patterns.

Murphree noted that in many shipping fleets, lack of fuel visibility and inconsistency in vendor pricing can lead to thousands in annual overspend. "What we're doing is giving fleet managers a way to lock in better pricing, get clearer data, and reclaim valuable hours they would otherwise spend chasing receipts and reconciling spreadsheets," he added.

The integration with ESSO fleet fueling solutions and Sunoco fleet cards is at the core of the program's value. These partners provide broad station access across urban, suburban, and highway corridors, ensuring drivers have consistent options on every route. Additionally, their infrastructure allows for enhanced security features such as PIN authorization and pump-level data tracking, further reducing the risk of misuse or fraud.

"We chose ESSO and Sunoco as our fuel network partners not just for their reach, but for the reliability and security they offer our customers," said Murphree. "From Canada to the southern U.S., our clients now have fueling flexibility backed by some of the most established names in the energy space."

This launch is part of Gas Trading Co's broader strategy to support supply chain resilience through smart infrastructure. With fuel comprising up to 30% of operating costs in some shipping sectors, the company is investing heavily in solutions that turn fuel management from a cost center into a strategic asset.

The Fuel Savings Program is available immediately for fleets operating within the United States and select Canadian provinces. Early adopters will receive onboarding incentives, including waived setup fees and a complimentary fuel usage audit to help identify immediate savings opportunities.

Companies interested in enrolling can visit <https://gastradingco.com> to learn more about eligibility, program features, and partnership benefits. Representatives are also available for direct consultation to assess fleet needs and configure a tailored rollout plan.

As the logistics and transportation industries continue to evolve amid economic pressures and sustainability goals, Gas Trading Co remains focused on delivering practical, measurable value to its clients. The Fuel

Savings Program is a key step in that mission ? one that empowers fleet managers to fuel smart.

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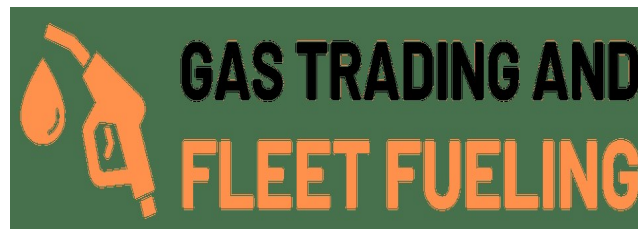
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Gas Trading Co.

Gas Trading and Fleet Fueling provides corporate fleet owners with comprehensive fuel management solutions, including real-time tracking, efficient fuel delivery, and strategic cost-saving strategies.

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