



PIPELINE PUNKS · INTELLIGENCE SERIES

Vendor and Tech Watch

Cut through the pitch. Find what works.

October 2026 · Coverage: September 13 to October 13, 2026

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QUESTION THE HYPE. KEEP IT FLOWING.

SOURCED. NOT SOLD.

Coverage: public developments dated September 13 to October 13, 2026, across dispatch and delivery software, back-office ERP and pricing, telematics and ELDs, tank monitoring, cardlock and fleet card networks, and payments. Six items made the cut. Vendors are listed by category, not ranked, and nothing here is an endorsement.

In this edition: [ELD out-of-service date arrives](#) · [Swipe-free settlement objections](#) · [Geotab Fleet Card on AtoB](#) · [Verifone Commander fleet networks](#) · [Samsara and Geotab releases](#) · [PDI AI data-protection service](#)

1 · TELEMATICS AND ELDs · ELD REVOCATION

Out-of-service enforcement began October 6 for five revoked ELDs

What changed. FMCSA removed five devices from its registered ELD list on August 6, 2026: Moonlight ELD (UzB2USA Inc., ID MRS255), HGRS ELD (HGRS, ID HRS169), Highest ELD (ID HIG385), Truckford ELD (ID TRS263), and Sparkle ELD (Spark Technologies Inc., ID SPARK6). The 60-day replacement window closed October 6. On and after that date, a carrier still using one of these devices is treated as operating without an ELD and drivers may be cited under 49 CFR 395.8(a)(1) and placed out of service. FMCSA's revoked-device registry showed no new agency revocations dated September or October as of October 13; the most recent batch was ten devices on July 9, 2026.

Who it affects. Distributors whose drivers are subject to the ELD rule, and any distributor that hires outside carriers to haul product. Revoked devices have tended to be low-cost, white-label products rather than the major platforms.

Verified vs. claimed. The device list, IDs, and enforcement dates are verified from the FMCSA notice and registry. Trade press reports FMCSA is targeting November for a proposed rule revising ELD regulations and specifications; that is a reported agency target, not a published proposal.

What to check or do. Match the ELD identifier on every in-cab device against the FMCSA registered list, not just the brand name. Ask contract carriers to confirm in writing that their devices are registered. Put a monthly registry check on the compliance calendar, since FMCSA can remove a device at any time and the 60-day clock starts on the notice date.

2 · PAYMENTS · NETWORK RULES AND FEES

Convenience-retail objections pile up against the Visa/Mastercard settlement ahead of a November hearing

What changed. On September 14, Walmart, Circle K Stores, the National Association of Convenience Stores (NACS), and hundreds of other merchants filed objections asking Judge Brian Cogan (E.D.N.Y.) to deny final

approval of the amended interchange settlement in MDL 1720, which won preliminary approval in June. Their main argument is that merchants cannot opt out of the mandatory injunctive-relief class. Class counsel's response is due October 14, and the final approval hearing has been reported for November 16.

As reported at preliminary approval, the settlement would cut credit interchange by 10 basis points for five years, set a 1.25% rate for standard consumer cards for eight years, let merchants decline some premium and commercial credit cards (a carve-out from honor-all-cards), and expand surcharging and discounting rights.

Who it affects. Distributors that accept Visa or Mastercard at retail sites, unattended cardlock islands, or on heating oil and propane accounts. The commercial-card provisions matter most for operators with heavy business-customer volume.

Verified vs. claimed. The filings, parties, and dates come from Payments Dive reporting on the court record; the docket itself was not reviewed for this edition. Nothing is final. NACS has said it will appeal if final approval is granted, so effective dates for any rule changes are not set.

What to check or do. Make no surcharge or card-acceptance changes on the strength of the settlement yet; state surcharge laws still apply regardless. Ask your processor whether your pricing is interchange-plus or tiered/flat-rate, because that determines whether any interchange reduction actually reaches you. Pull a breakdown of premium and commercial card volume now so you can evaluate the decline option if it becomes available.

3 · FLEET CARDS AND TELEMATICS · PRODUCT RELEASE

Geotab launches a fleet card that runs on AtoB and approves fuel against vehicle data

What changed. Geotab launched the Geotab Fleet Card on October 1, and on October 8 AtoB confirmed the card runs on its payments platform. AtoB and its issuing bank partners operate the card program, discount network, and spend controls. Geotab supplies vehicle location, fuel level, and fleet rules to the authorization logic. A fuel purchase can be declined at the pump if the vehicle is not at the merchant, the tank lacks capacity, or another rule fails. The card covers fuel plus other spend categories such as maintenance, tolls, and towing, and transactions and IFTA reporting appear inside Geotab. Geotab says it is free to activate, with no monthly card fees.

Who it affects. U.S. distributors running Geotab telematics on their own delivery, service, or transport fleets, and anyone weighing a telematics-linked card against an existing WEX, Comdata/Corpay, or cardlock arrangement.

Verified vs. claimed. The launch, the AtoB partnership, and the authorization design are confirmed in the Geotab and AtoB releases. These are all *company claims*: average diesel discounts of \$0.4200/gal at 4,200+ truck stops (up to \$2.5000/gal), an average gasoline discount of \$0.0500/gal at about 30,000 stations (based on first-half 2026 data), and a fraud guarantee of up to \$250,000 on eligible, telematics-verified transactions. Geotab's fraud-cost illustration assumes a 7% fraud rate and \$6.4100/gal diesel. That is an example, not a measured result.

What to check or do. If you evaluate it, read the fraud-guarantee eligibility, exclusions, and claim steps at geotab.com/fleet-card before relying on the \$250,000 figure. Compare discount terms with your existing card or cardlock pricing at the stations your trucks actually use, not network averages. Confirm how declines are handled when GPS or fuel-level data is missing, so that a sensor fault does not strand a truck. Check whether bobtail and transport units have the vehicle data the rules depend on.

4 · PAYMENTS AND FLEET CARD ACCEPTANCE · PRODUCT RELEASE

Verifone expands Commander, adding new fleet-card and cardless networks

What changed. At the NACS Show on October 5, Verifone announced three additions to Commander. Commander Fleet accepts commercial fleet cards on the primary POS; Verifone names WEX, Comdata, Multi Service, Mudflap, QuikQ, and Piston Technologies. Commander Convenience is a bundled system for single stores that needs no back-office server. Commander Capital is merchant financing through YouLend, with eligibility determined automatically from payment volume. New collaborations add the Multi Service fuel card and cardless fleet-payment networks from Mudflap and Piston Technologies.

Who it affects. Distributors that operate branded or unbranded retail sites, truck stops, or diesel islands on Verifone Commander, and those choosing which fleet networks to accept.

Verified vs. claimed. The product names and partner list are confirmed in Verifone's release. Lower total cost of ownership, faster lanes, and less fraud are *vendor and partner claims*. The release gives no availability dates, software-version requirements, or end-of-life notices. Commander Capital's repayment terms are described only in general terms.

What to check or do. Before turning on new networks, ask your Commander reseller or service provider for the required software version and certification status and for the per-network processing and settlement terms. Confirm how each new network handles disputes and chargebacks. If you consider Commander Capital, ask for the total cost of funds in writing; daily holdbacks on card sales can tighten fuel-purchase cash flow.

5 · TELEMATICS AND ELDS · PRODUCT RELEASES

Samsara and Geotab September releases touch HOS, login security, and route planning

What changed. *Samsara (September 16):* passkey (passwordless) login, limits on which roles custom admins can assign, route-planning service-time recommendations based on geofence data, a "Strategic Planning" tool that groups recurring customers by day, new API endpoints for maintenance and parts data, and Samsara Assistant in the driver app, which answers driver questions about remaining drive time and HOS violations. *Geotab (September 28 release notes):* an "Auto-Annotate Yard Moves" HOS setting slated for October in North America, which automatically annotates short unidentified driving events that occur entirely inside a yard or depot. The release also adds a new permission for the About page, password-policy reminders, and verified device-to-database association at install.

Who it affects. Distributors on either platform, especially those with bulk plants or yards where trucks are repositioned off-duty.

Verified vs. claimed. That the features exist is confirmed in vendor release notes. Accuracy and time-savings benefits are *vendor claims* and have not been independently tested.

What to check or do. *Geotab:* before enabling auto-annotation, tighten your yard geofences and confirm the setting fits your written yard-move policy. Annotated records remain the carrier's responsibility at roadside and in audits. *Samsara:* enroll admin accounts in passkeys first, then review custom admin roles. Tell drivers that the HOS record on the ELD, not an assistant's chat answer, is the legal record.

6 · BACK-OFFICE ERP · SECURITY PRODUCT RELEASE

PDI launches a managed service to control employee use of AI tools

What changed. On September 22, PDI Technologies' Security and Network Solutions unit launched Managed AI Prompt Protection. It detects which AI tools staff are using, redacts customer, payment, and proprietary data in real time before it reaches external AI platforms, and coaches users toward safer habits as they work. It is available globally and aimed at branded oil, fuel and convenience retail, and similar operators.

Who it affects. Distributors already using PDI's managed network or security services, and any operator whose staff paste customer records, card data, or pricing into chat-based AI tools.

Verified vs. claimed. The launch and its availability are confirmed in PDI's release. Visibility into "more than 15,000 AI services," the redaction capability, and PDI's SOC scale figures are *vendor claims*. The breach-cost statistics PDI cites are third-party figures (IBM) quoted by the vendor. Pricing was not disclosed.

What to check or do. With or without this product, adopt a written policy that keeps cardholder data and customer account details out of public AI tools, and check whether any current AI use widens your PCI scope. PDI customers should ask whether the service is bundled with existing managed-services contracts or billed separately.

Quiet categories and source limits

No verified, consequential developments turned up for this window in dispatch and delivery software, fuel pricing platforms, or regional cardlock networks such as CFN and Pacific Pride. No verified outages or security incidents at the covered vendors turned up either. One example of the quiet: Titan Cloud's newsroom has posted nothing since April 2026.

Source limits: the WEX investor news page did not load, and one CSP Daily News article on the settlement could not be retrieved.

Deeper reads

- [FMCSA: Five devices removed from the registered ELD list \(Aug. 6, 2026\)](#)
- [FMCSA ELD registry: revoked devices](#)
- [Land Line: FMCSA to propose ELD rule revisions \(July 13, 2026\)](#)
- [Payments Dive: Merchants call card-fee pact unconstitutional \(Sept. 22, 2026\)](#)
- [Payments Dive: Court grants preliminary approval to Visa-Mastercard settlement \(June 9, 2026\)](#)
- [Geotab: Geotab Fleet Card launch \(Oct. 1, 2026\)](#)
- [AtoB: Geotab embeds AtoB payments platform \(Oct. 8, 2026\)](#)
- [Verifone: Commander advancements and collaborations \(Oct. 5, 2026\)](#)
- [Samsara: September 2026 product updates](#)
- [Geotab: What's new in MyGeotab, September 2026](#)
- [PDI: Managed AI Prompt Protection release \(Sept. 22, 2026\)](#)

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