PIPELINE PUNKS · INTELLIGENCE SERIES

Vendor and Tech Watch

Cut through the pitch. Find what works.

November 2, 2026 · Coverage: public developments dated October 3 to November 2, 2026
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QUESTION THE HYPE. KEEP IT FLOWING. | SOURCED. NOT SOLD.

SUMMARY

Three items for small and midsize U.S. petroleum distributors. WEX's third-quarter filing shows fleet card revenue up 20.6% on transactions up only 1.7%, with management citing pricing, and its guidance assumes U.S. retail fuel at $4.8100/gal for the fourth quarter. Samsara released predictive battery and engine derate alerts plus trailer detention automation. FMCSA posted no new ELD revocations, and out-of-service enforcement on the five devices removed August 6 remains live. Items are grouped by category, not ranked, and nothing here is an endorsement.

1. FLEET CARDS: WEX third-quarter results show revenue growth far ahead of transaction growth

What changed: On October 28, WEX reported third-quarter 2026 results in an SEC filing. Mobility (fleet card) revenue was $435.1 million, up 20.6%. Mobility payment processing transactions were 142.3 million, up 1.7%. Provision for credit losses rose to $23.2 million from $20.4 million a year earlier. WEX raised full-year revenue guidance to $2.97 to $2.99 billion. The guidance assumes U.S. retail fuel at $4.8100/gal for the fourth quarter and $4.5000/gal for full-year 2026, based on the NYMEX futures curve from the week of October 19.

Who it affects: Distributors that accept WEX cards at retail or cardlock sites, and distributors whose own trucks fuel on WEX cards.

Verified vs. claimed: The figures are from WEX's 8-K earnings release. Management's description of "real progress in pricing" is the company's characterization; the release does not say which fees or customer groups changed. Reading the 20.6% revenue gain against 1.7% transaction growth as mostly price and fee driven, rather than volume driven, is this brief's inference, not a WEX statement. Higher pump prices also lift fees that are charged as a percentage of the sale.

What to check: Pull six months of WEX statements. As a merchant, compute your effective acceptance cost per gallon at current pump prices and compare it to your contract. As a cardholder, list late fees, account fees and program fees by month and look for new line items or rate changes. Ask your WEX representative in writing for any fee schedule changes effective in 2026.

Source

https://www.sec.gov/Archives/edgar/data/0001309108/000130910826000039/wexq32026earningsrelease.htm

2. TELEMATICS: Samsara adds predictive battery and derate alerts and trailer detention automation

What changed: Samsara's October product update, posted October 21, announced three releases. Predictive Insights combines Battery Deterioration, which trends cold-soak cranking voltage and shows it in Maintenance Status, with derate detection, which opens an incident in the Incident Center and can mark the asset critical. Smart Trailers adds a Trailer Fleet Overview, brings third-party trailers in as "virtual trailers," and adds Detention Automation with grace periods and billing rates set by location plus automated outreach. The third release, Waste

Intelligence, targets refuse fleets.

Who it affects: Samsara customers running tank wagons, transports and trailers, especially fleets heading into cold-start season.

Verified vs. claimed: The feature descriptions come from Samsara's own post. Samsara did not state availability dates, pricing, license tier or required hardware, and published no accuracy data for the predictions. The 23% revenue lift quoted on the page is a waste-hauling customer's claim, not a Samsara measurement, and does not apply to fuel delivery.

What to check: Ask Samsara in writing whether these features are in your current subscription or billed separately, and which gateways and trailer hardware they need. Before turning on derate detection, decide who receives the incident and make sure an automatic "critical" flag fits your inspection and out-of-service process. Before using Detention Automation, confirm your customer contracts allow detention charges, and keep automated outreach to customers off until someone has reviewed the wording. Trial the battery alerts on a few units before the first hard freeze.

Source

https://www.samsara.com/blog/october-product-updates-2026

3. TELEMATICS AND ELDs: No new FMCSA revocations; enforcement on the August 6 removals remains live

What changed: FMCSA's press release list for October 1 to November 2 contains no ELD revocation or ELD rule notice. The most recent agency revocation action is the August 6, 2026 notice removing five devices (Moonlight ELD MRS255, HGRS ELD HRS169, Highest ELD HIG385, Truckford ELD TRS263, Sparkle ELD SPARK6). Since October 6, carriers still using them are treated as operating without an ELD. The posted revoked-device list shows July 9, 2026 as its latest "Revoked" date (2BRO ELD and 305 ELD) and July 17, 2026 as its latest self-revocation (AccuGPS OBD-Smart-19).

Who it affects: Distributors with drivers under the ELD rule, and distributors that hire outside carriers.

Verified vs. claimed: From FMCSA's August 6 notice, its press release list and its revoked-device page. This check read only part of the revoked-device page and could not open its download file, and the August 6 identifiers did not appear in the portion read. Treat the August 6 notice as controlling, and check both the notice and the list.

What to check: Match each truck's ELD identifier against the August 6 notice, the revoked list and the registered list. Get written confirmation from contract carriers. Recheck monthly.

Sources

https://www.fmcsa.dot.gov/newsroom/fmcsa-removes-five-devices-list-registered-electronic-logging-devices-0
https://eld.fmcsa.dot.gov/List/Revoked
https://www.fmcsa.dot.gov/newsroom/press-releases

QUIET CATEGORIES AND SOURCE LIMITS

No verified, consequential developments in dispatch and delivery software, back-office ERP and fuel pricing platforms, or tank monitoring in this window, and no verified outages or security incidents at covered vendors. Payments: the Visa and Mastercard merchant fee settlement final approval hearing remains set for November 16, per Payments Dive on October 16 (https://www.paymentsdive.com/news/visa-mastercard-urge-court-to-approve-fee-settlement/833241/); this check found no verified later development, and Payments Dive's topic page did not load. Nothing is final, so hold any surcharge or card-acceptance changes. Source limits: Corpay had not reported third-quarter 2026 results as of this check (second quarter was reported August 5). Geotab's press release page did not load. Motive's product announcements page shows no dates, so no item could be placed in the window.

DEEPER READS

- WEX third-quarter 2026 earnings release, SEC 8-K (Oct. 28, 2026): https://www.sec.gov/Archives/edgar/data/0001309108/000130910826000039/wexq32026earningsrelease.htm
- WEX third-quarter 2026 earnings supplement: https://www.sec.gov/Archives/edgar/data/0001309108/000130910826000039/wexq32026earningssupplement.htm
- Samsara October product updates (Oct. 21, 2026): https://www.samsara.com/blog/october-product-updates-2026
- Samsara press releases: https://www.samsara.com/company/news/press-releases
- FMCSA notice on five removed ELDs (Aug. 6, 2026): https://www.fmcsa.dot.gov/newsroom/fmcsa-removes-five-devices-list-registered-electronic-logging-devices-0
- FMCSA revoked ELD list: https://eld.fmcsa.dot.gov/List/Revoked
- FMCSA press releases: https://www.fmcsa.dot.gov/newsroom/press-releases
- Payments Dive, settlement filings (Oct. 16, 2026): https://www.paymentsdive.com/news/visa-mastercard-urge-court-to-approve-fee-settlement/833241/

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