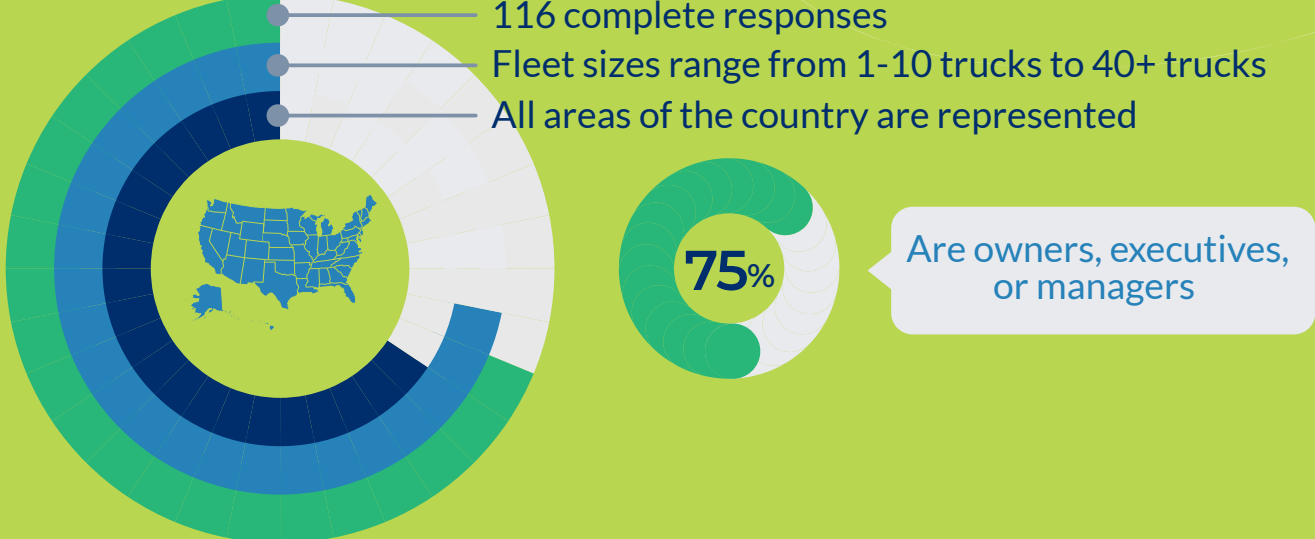


How Fuel Dealers Are Using Technology

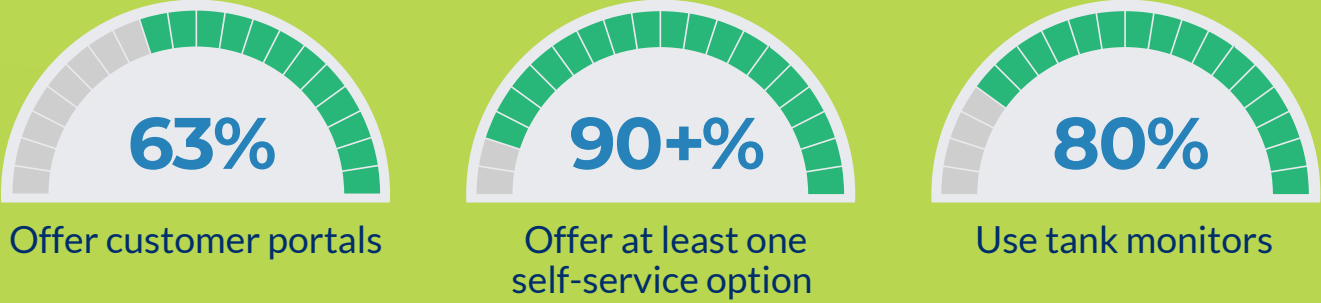
Key Findings from the 2026 Top Technology Trends in Fuel Delivery Benchmarking Report

Who Participated?



What We Learned

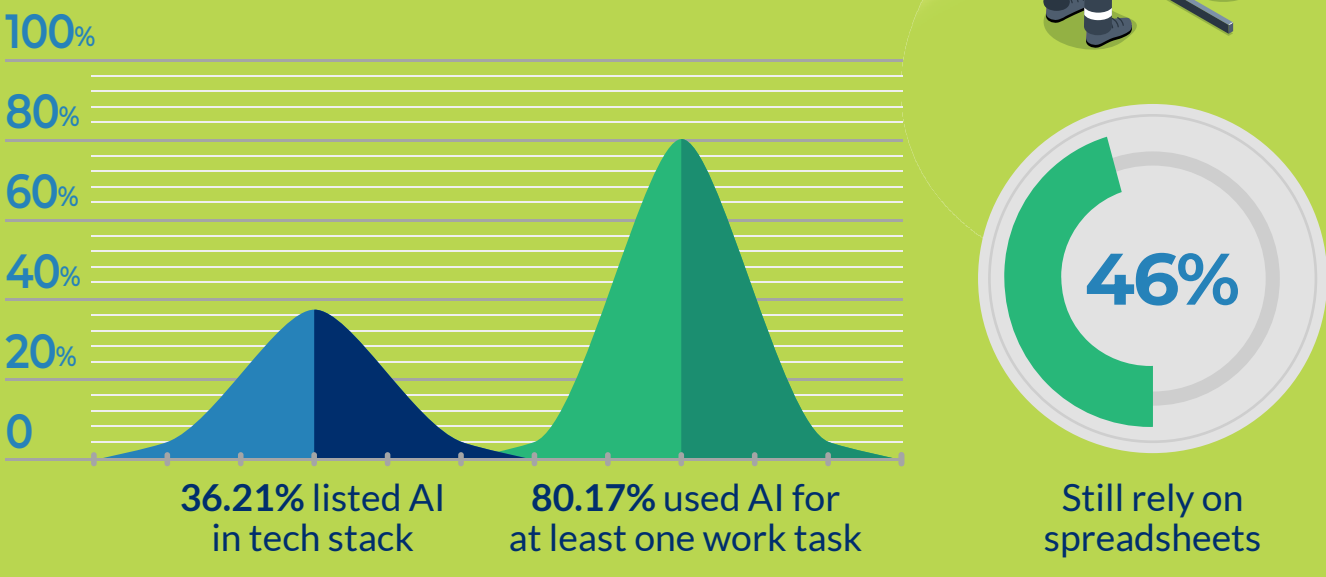
Fuel dealers are using modern technology. They have core operational systems in place, and most have adopted tank monitors and customer experience tools.



Key finding: Tank monitor and portal use grow as company size increases

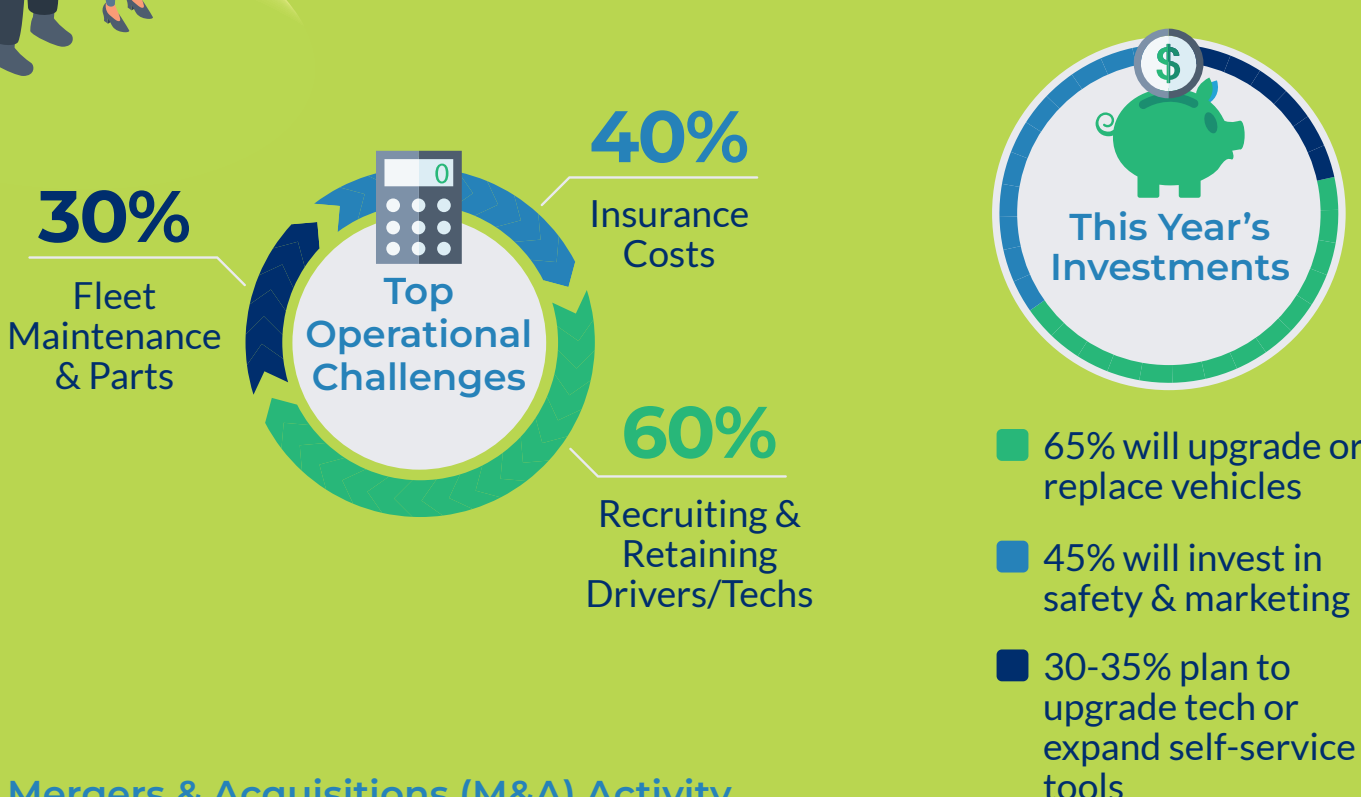
The Opportunities

Nearly half of respondents still manually consolidate data in spreadsheets. And while a majority use AI individually, it's not formalized into their company's practices.

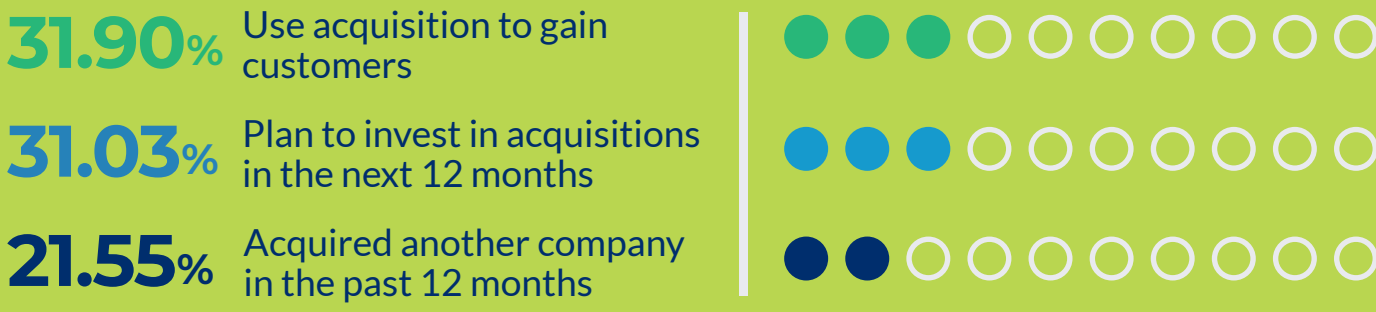


Challenges & Investments

Staffing and cost management are the industry's biggest challenges, but tech could play a key role in alleviating these pain points.



Mergers & Acquisitions (M&A) Activity



What Fuel Dealers Want

- One system that does it all or better integration between existing tools
- More sophisticated tools for delivery routing & service scheduling
- Unified data that provides real-time insights
- More workflows & automations, esp. for marketing & customer service

How Do You Stack Up?

Can your customers pay, request deliveries, and manage their account online?	Are you using tank monitor data for forecasting and ticket pulls?	Are you leveraging BI or AI tools to consolidate data rather than spreadsheets?	Are you using AI as an individual, or is your company building practices around it?

Look for the full benchmarking report soon, along with a Benchmarking Report Card so you can measure yourself against your peers.