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What is the Quality-Plus Network [QPN]?

QPN is the fuel-cost control program for the **National Association of Small Trucking Companies**. **NASTC** has professional, full-time purchasing managers with 70+ years of trucking experience to help manage over-the-road fuel costs. Our fleets carry WEX / Fleet One fuel cards branded with our NASTC/QPN logo and have agreed to focus over-the-road diesel fuel purchases from merchants that offer us competitive pricing.

How much volume does NASTC/QPN manage?

NASTC/QPN has over 3000 fleets with almost 35,000 trucks, mostly company owned, that purchased **500+ million gallons** of fuel in the last 12 months! Our fleets focus almost 90 percent of our volume into participating fuel stops. We consolidate this purchasing volume to negotiate the most competitive pricing possible.

What fees are charged for using the network?

NASTC/QPN does not charge one-time, monthly, or per-transaction fees for merchants to participate in the program. WEX/FleetOne fees vary depending on the agreement between WEX/FleetOne and the retailer, but the WEX/FleetOne transaction fee is usually never more than 1.69%. QPN has negotiated a discounted fee of 1.42% [or less] for our partner-merchants, but only on QPN transactions.

How does QPN calculate index-based prices?

QPN has negotiated index-based agreements with several hundred fuel merchants. Prices are computed for each day based on OPIS non-branded contract rack averages, plus taxes, transportation, and a negotiated merchant pumping fee. Since QPN prices are based on the OPIS index, not retail prices, discounts will vary depending on merchant retail margins. Our fleets pay the lower of the QPN price or the cash price on the pump. Additionally, most of our network stops offer QPN the lower of index-based pricing or a cents-off discount.

How does the program work?

When QPN drivers fuel at a participating merchant, the transaction is processed on our branded WEX/FleetOne fuel card. The discounted price will not be listed on the fuel receipt at the time of purchase. Within 24 hours, the transaction is re-priced by WEX/FleetOne and the price per gallon is adjusted using the agreed pricing formula. The merchant is paid the adjusted amount by WEX/FleetOne, according to normal payment terms.

How can your company partner with QPN?

Most merchants know that there is little profit margin in selling diesel fuel, unless they can also sell food, lodging, maintenance, etc. with higher margins. But in order to get the opportunity to sell these other goods and services, managers know they must offer discounted pricing to get significant volume focused into their location. Call us at 317-774-1076 or send an email to info@qualityfuel.net and let's discuss how much volume QPN can bring to your operations.

For more information about our program, please visit our website at
www.qualityfuel.com