

2/21/2013

Co-Chair Paul R. Doyle
Co-Chair David A. Baram
Senator Kevin D. Witkos
Representative Dan Carter

General Law Committee:

Hi, my name is Christine Hogan, I reside in Fairfield CT. I am the vice president of Consumers Petroleum/Friendly Service Stations headquartered in Trumbull CT.

We distribute petroleum throughout Connecticut and New York. We also own and operate 18 of our own convenience/gas stations.

I am opposed to SB 440, HB 5045, HB 5607 and HB 6205.

Asking retailers to charge the same for debit as cash is not reasonable because these transactions incur a fee.

I have attached the fee schedules for CITGO, Sunoco, BP and Gulf. As you can see the transaction come with a fee – these are referred to as PIN debit.

An example of this using the BP schedule:

Gallons purchases	15
Price per gallon	<u>3.59</u>
Total sale	\$53.85

Fee calculation:

	53.85
	<u>X .30 %</u>
	\$.16
Flat fee	<u>.23</u>
Total fee	.39

As you can see for one sale of 15 gallons of gas we have to pay \$.39, this may not seem like a lot but debit represents close to 30% of our transactions. We simply can not afford this fee.

As a branded distributor of petroleum products, I cannot “shop” my fees. I am contractually obligated to process transactions through their network. We do not asses the fees, we are simply told how much they are.

I hope my testimony today helps you understand the complication nature of the fees and how they are assessed.

Thank you for your time.

BP Credit Card Processing Fees

As of October 23rd, 2012			Rate
Card Type	Transaction Type	Transaction Card Fee	% of Sale Card Fee
BP Proprietary Cards			
• BP Visa	Electronic	\$0.13	0.00%
• BP Consumer Card	Electronic	\$0.13	0.00%
• BP Fuel Card	Electronic	\$0.13	0.00%
• BP Fuel Card Plus	Electronic	\$0.13	0.50%
• BP Cash (Prepaid)	Electronic	\$0.05	0.00%
• BP Branded Marketer	Electronic	\$0.15	1.60%
• BP Universal	Electronic	\$0.15	1.60%
Third Party Cards			
• American Express	Electronic	\$0.15	2.35%
• Discover	Electronic	\$0.20	1.95%
• Visa Credit	Electronic	\$0.20	1.95%
• Visa Signature	Electronic	\$0.25	0.50%
• MasterCard Credit	Electronic	\$0.20	1.95%
• MasterCard Signature	Electronic	\$0.25	0.50%
Third Party Fleet Cards			
• Voyager	Electronic	\$0.45	2.15%
• Wright Express	Electronic	\$0.45	2.15%
• Fleet One	Electronic	\$0.45	2.15%
• Visa Fleet	Electronic	\$0.45	2.15%
• MasterCard Fleet	Electronic	\$0.45	2.15%
Third Party PIN Debit			
• PIN Debit	Electronic	\$0.23	0.30%
Rewards Cards			
• BP Cards and Codes	Electronic	\$0.10	0.00%
Paper Tickets	Manual	CPT + \$0.50*	% by card type

*\$0.50 fees is in addition to regular % of sale and CPT fees on respective card type



CITGO Payment Card Processing Fees
Effective July 1, 2012

CITGO PAYMENT CARD FEES LIGHT OIL MARKETERS		
Description	% Fee	Transaction Fee
POS Transactions		
CITGO Plus	None	None
CITGO CELEBRITY		
CITGO Business		
CITGO Business Select	None	\$0.70
CITGO Business Select MC	2.50%	\$0.05
CITGO Gift Card	None	None
FuelLinks	None	None
VISA	1.70%	\$0.15
MasterCard	1.70%	\$0.15
American Express	3.25%	N/A
Discover/Novus	3.00%	N/A
VISA Fleet	3.00%	\$0.10
MasterCard Fleet		
Wright Express/PHH		
Voyager		
Debit (Online)*	0.85%	\$0.15
Other Payment Card Fees		
Network Access Fee	\$75 Per Month	
Stand-Alone POS System Rental	\$60 Per Month	
Monthly Activity Fee	\$2 Per Month	

CITGO PAYMENT CARD FEES MYSTIK & UNBRANDED PROGRAM		
Description	% Fee	Transaction Fee
POS Transactions		
N/A	N/A	N/A
VISA	1.70%	\$0.15
MasterCard	1.70%	\$0.15
American Express	3.25%	N/A
Discover/Novus	3.00%	N/A
VISA Fleet	3.00%	\$0.10
MasterCard Fleet		
Wright Express/PHH		
Voyager		
Debit (Online)*	0.85%	\$0.15
Other Payment Card Fees		
N/A	N/A	
Stand-Alone POS System Rental	\$60 Per Month	
Monthly Activity Fee	\$2 Per Month	

GULF CREDIT CARD FEES

VISA	1.70% + \$.15
MASTERCARD	1.70% + \$.15
DISCOVER	2.50% + \$.10
AMERICAN EXPRESS	2.75% + \$.10
DEBIT	.75% + \$.20
Gulf MasterCard	NO FEE
GULF PROPRIETARY CARD	NO FEE
GULF GIFT CARD	NO FEE
GULF BUSINESS CARD	1%
GULF ENHANCED FLEET FUELING CARD	2.95% + \$.10
GULF UNIVERSAL FLEET FUELING CARD	2.95% + \$.10
VOYAGER CARD	2.95% + \$.10
WRIGHT EXPRESS CARD	2.95% + \$.10

2012 Sunoco Debit/Credit Retailer Fees

<u>Card Type</u>	<u>New Fee – Effective 3/1/2012</u>
Sunoco Consumer	None
Sunoco Gift Cards	None
Sunoco Rewards/Rewards Plus	None
Visa Signature Debit	0.50% + \$0.30
Visa Credit	1.75% + \$0.22
MasterCard Signature Debit	0.50% + \$0.30
MasterCard Credit	2.00% + \$0.14
Discover	2.00% + \$0.175
American Express	2.35% + \$0.28
PIN Debit	0.40% + \$0.30

<u>Card Type</u>	<u>New Fee</u>
Sunoco Corporate	None
Sunoco SunTrak	1.05% + \$0.36
Sunoco Wright Express Universal	2.07% + \$0.165
Wright Express	2.50% + \$0.165
Voyager	2.95% + \$0.155
Fleet One	2.75% + \$0.16

Note: Sales less than \$5.00 have a reduced rate of the Percentage component + \$0.10 for all card types.