Wholesalers + Jobbers

OPIS pricing, news and analysis help you buy fuel competitively from your supplier and price it transparently when you sell to customers downstream.

Challenges

- Keeping track of fluctuating wholesale fuel prices from multiple suppliers at various rack locations where you buy fuel
- Cultivating loyalty among customers to whom you sell fuel downstream
- Knowing when to buy cheaper than the rack price when spot markets turn lower

Goals

- Buy fuel at the wholesale rack at the best possible price
- Encourage repeat business with customers buying your fuel
- Strike spot-market-based deals when the market moves in your favor

OPIS Solutions

**OPIS Rack Reports and Bottom Line Report** identify which producers are selling fuel – and at what price – at nearly 400 U.S. locations. This helps you find the best deals and discover new supply sources.

Gallons sold to customers based on OPIS rack prices, the definitive North American benchmark, are fully transparent – fostering customer trust and loyalty.

Prices are available in real time and at various points throughout the day in custom formats. Extensive historical data helps verify invoices and identify trends that could save money in your next contract.

The **OPIS Spot Ticker** provides minute-by-minute spot price assessments, critical market insight for negotiating non-contract deals with your supplier when prices swing to your advantage. It also helps you know when to dispatch or delay truck loads.

Clients Include

- S.C. Fuels
- Mansfield Energy Corp.
- Petroleum Traders
- R.E. Powell

“Every energy distributor has unique needs and challenges not suitable for a ‘one-size fits all’ solution. OPIS listened to the customizations we needed and made them happen. We are now much more efficient and accurate.”

– Steve Heck, Controller, Hightowers Petroleum Co.

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