

# Wholesalers + Jobbers

OPIS provides a full array of fuel price discovery – spot, rack & retail – for contract transparency and competitive comparisons.

## Challenges

- Pricing product correctly at the terminal
- Managing inventory risk when prices go up or down
- Competing against “index” or “formula” prices that are often below prevailing rack levels

## Goals

- Time fuel purchases to maximize profits during market volatility
- Create fuel contracts for customers and estimate the field in competitive markets
- Weigh the right pricing structure for truck and trailer deliveries and determine the value of RFPs

## OPIS Solutions

The definitive North American benchmark for rack pricing

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Rack price reports for all markets at various timings and in customizable formats

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Price history in hundreds of wholesale markets to determine the value of RFPs or “formula” pricing

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**OPIS Spot Ticker:** Minute-by-minute spot price assessments providing the insight to dispatch, delay or cancel truck loads

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Retail fuel, data, both real-time and historical

## 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.