

Refineries vs Resellers: *Two Worlds, One Barrel

In the fuel trading world, there's an invisible line separating refineries from resellers. Both sell the same product, yet their mindset couldn't be more different.

Refineries live in a world of ***structure and logistics***. ***They don't just sell fuel, they move it***. For them, the buyer's ***tank farm, storage capacity, and logistics network** are as important as the product itself. ***Their game is volume, stability, and long-term partnership. *They want to see that the buyer can handle the flow before they even talk about a Proof of Product***.

Resellers, on the other hand, are driven by liquidity. Their logic starts from the *Proof of Product*, not the pipeline. They live and breathe *POPs and Proof of Funds*, because that's their validation. They often act as the bridge between the refinery and the end client, and their challenge is to *prove credibility fast.

This urgency often translates into higher prices compared to refinery rates but that's part of the ecosystem.

So which side is right? None, and both. The market simply works this way.

Refineries focus on logistics because they manage industrial-scale operations.

Resellers focus on funds because they move deals faster and often with more flexibility.

Each approach reflects its own kind of truth: the refinery seeks structure, the reseller seeks speed.

The smartest traders? They know how to speak both languages.