

## **\*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.**