

## Streamlining selling.

In the refined fuels industry, seconds count. Prices can go up or down at any time, and fuel sellers can find themselves scrambling to adjust. If they don't do it fast enough, or work with their partners to do so, they can quickly find themselves out of touch with the market. The hard and soft costs could be substantial.

**DTN has the solution: DTN Exchange.** It's an online trading platform that enables you to make confident decisions by using our smart and actionable insights at the speed of the internet. With real-time information available on command, you can access live market prices and robust operations management tools that eliminate market exposure and risk. What you see is what you get. There's no lag, no waiting, no wasted time. And that means you will sell smarter.

DTN makes it easy to manage your supply, especially your excesses, and get the best prices. It all starts with negotiating deals; DTN Exchange helps you execute the process online. Using sophisticated pricing index calculators, sellers replicate their proprietary pricing formulas on the DTN Exchange. These formulas are then linked to real-time tick averages from the NYMEX in order to create live prices with profit margins already included. Because these live prices have the profit margin built right into the formula, they can move up and down throughout the day without risk of losing value.

That gives you the option of working with the live prices as they change throughout the day, or going with a flat price that doesn't track with the index. There are several other ways DTN Exchange streamlines your selling process:

It can dispose of distressed inventory at the highest possible price with just a few clicks of a mouse.

You can set and manage pricing variables and purchase limits to help you manage inventory and credit exposure while broadening your buyer base.

## DTN Exchange

- Forecast and manage supply better with real-time information.
- Communicate through a live, open channel with as many qualified potential buyers as you want any time. You can learn what they have planned and adjust your sales strategy to match, you can reserve product for specific customers, and more.
- Automate the integration of transaction information between your business and your customers, and save the time and errors associated with manual input.
- Minimize your risk exposure by creating short-term contracts, driving rack activity with real-time pricing, navigating volatile markets, and more. This kind of activity is possible only when you have the real-time information DTN Exchange offers.

### Drive added operational efficiency.

The DTN Exchange is also an effective online operations management platform.

- When prices go up and down during the day, marketers can take advantage of DTN Exchange's real-time transactions by locking in a price in any market environment. Not only can you often secure favorable prices, you also can take advantage of extended lifting terms and be assured that the product is going to be available when your carrier arrives at the rack.
- DTN Exchange enables you to integrate information into your back-office processes with sophisticated handling capabilities. It also gives you instant notification of trades and a trading report that tracks your transactions.

**As a result, suppliers and marketers both can reap the benefits of using DTN Exchange.**

**DTN is the independent, trusted source of actionable insights** for 600,000 customers focused on feeding, protecting, and fueling the world. Customer-centric and employee-driven, DTN focuses on empowering agriculture, oil and gas, trading, and weather-sensitive industries through continuous, leading-edge innovation.