



# Watching fuel prices cost-effectively

Lamb Fuels, Inc., San Diego, California

**"When we saw that we could get all of the different fuel pricing in a region that we needed, we decided to switch to DTN FastRacks. It gives us the flexibility and multiple price points we need, and it allows us to view all of the data at once."**

Lamb Fuels

Lamb Fuels is credited with pioneering the fuel recovery market in the United States and Canada. It operates in 45 U.S. states, as well as the Canadian provinces of British Columbia and Alberta.

Lamb Fuels purchases hundreds of thousands of gallons of clean, usable fuel each year from a variety of industries, including vehicle salvage, scrap metal, aviation facilities, military installations, marine terminals, and rail car demolition operations. It sells millions of gallons of high-quality recovered fuel to retail and wholesale markets.

**DTN**<sup>o</sup>

**"It's so simple, but the decisions we make with DTN FastRacks are what keep this company going."**

Lamb Fuels

### **What they were up against.**

Lamb Fuels used a price discovery source that required the company to pay for access to each type of fuel price in each market.

Lamb Fuels sought a more streamlined and cost-effective way to research and view fuel prices across multiple sources.

### **What we did to help.**

Lamb Fuels chose DTN FastRacks® to be better informed about its purchasing decisions and stay ahead of the competition.

This rack price discovery service gathers 96 percent of its pricing information electronically, and it starts sending complete reports at 5:15 a.m. central time. The DTN FastRacks price discovery report is delivered complete, so users can assess their competitive market position and analyze rack averages and overnight rack price movements.

Lamb Fuels finds particular value in getting all of the different fuel pricing in a specific region. This gives it the flexibility and multiple price points it needs, and allows it to view all of the data at once.

### **What the impact was.**

With DTN FastRacks, Lamb Fuels can quickly see price fluctuations and how the market is reacting to the changes. The ability to see which markets have higher prices allows it to immediately determine the cost and profit margins and where it's best to sell fuel.

Most importantly, Lamb Fuels is poised to attract more business from the major suppliers that are looking for these partnerships in Europe.