

## Price gathering FAQs

DTN FastRacks® provides the edge you need for buying or selling fuel in today's highly competitive global markets. It offers the most accurate and comprehensive information available to help you assess your positions throughout the day and find opportunities to boost your margins.

Below, we answer some of the most common questions people ask. If you'd like to take a closer look at DTN FastRacks, please request a demo. One of our experts would be happy to give you a personalized tour.

**Q Does DTN create the pricing in DTN FastRacks reports?**

**A** No. We don't create the pricing information; we gather it from the actual suppliers. It is the same wholesale pricing data that the suppliers share with their customers or release publicly. Since DTN FastRacks prices are informational only, pricing is not released until it is effective.

**Q Does DTN have any control over how prices are set?**

**A** No, we don't since we aren't creating the information; the suppliers have that control. We gather the information to share with our customers.

**Q How does DTN FastRacks get its prices?**

**A** More than 80 suppliers provide pricing files directly for use in DTN FastRacks. However, some companies can't share published pricing data in this way. For those companies, we collect the data through our extensive wholesale network and electronically process approximately 98% of it.

**Q What criteria does DTN FastRacks use for posting supplier prices?**

**A** Suppliers should:

- Maintain a steady product supply
- Sell to anyone that meets their customer terms of agreement
- Supply DTN FastRacks pricing information daily or on an agreed-upon schedule
- Offer prices that are not customer specific, not a contract price, and not re-posted on another or multiple suppliers' rack prices

**Q How does DTN use its wholesale network to get prices?**

**A** We collect pricing data from our wholesale network in multiple ways, but the preferred method is electronically pulling wholesale pricing from jobbers who use DTN services. We also gather data from faxes, emails, and recorded supplier messages, as well as verbally. This information is then manually entered into our applications.

**Q Do DTN FastRacks reports include contract prices?**

**A** No. Contract prices are prices the supplier sends to specific customers with whom they have a contract, and are therefore not available to all potential customers. DTN FastRacks data comes from wholesale prices open to all potential customers.

**Q What is the difference between branded and unbranded?**

**A** Branded products can only be sold at locations under a specific supplier's name or brand. Unbranded products are sold at independent locations, where a customer can purchase unbranded product from an unbranded supplier.

**Ready to take a closer look at DTN FastRacks**

**Request a demo**