Signs of a Fuel Window Shopper

The following are common red flags of unserious buyers, flippers, or potential scammers in the fuel trade. These behaviors are often observed before an ICPO is issued:

1. Boasts about strong financial capability without providing concrete evidence or proof.
2. Claims to have completed successful transactions but provides no verifiable evidence, while insisting the seller must follow the buyer's procedure.
3. Refuses to cover standard costs (e.g., dip test fee), demanding the seller assume all expenses.
4. Requests a TTM without any approved commitment.
5. Demands a Mandateship Letter, which would reveal refinery information, prior to ICPO.
6. Pushes for calls or video conferences (Zoom, etc.) without genuine intent to transact, or before issuing an ICPO and signing a contract.
7. Insists the seller abandon its procedure and follow the buyer's process.
8. Engages in bait-and-switch behavior, such as changing terms after signing a contract or submitting an Acceptance Letter.
9. Exhibits other unusual or inconsistent behavior.

Advice to Sellers and Intermediaries:

Such parties are often either inexperienced in the fuel business (first-time participants) or attempting to misuse legitimate seller information to scam other potential victims for illegal financial gain. To avoid wasting time and resources, sellers and intermediaries should exercise caution and disengage early when such warning signs appear.