



## Portland Fuel Price Protection offers 2 key products; Portland Standard and Portland Premium.

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“Chaos, a rough  
and unordered  
mass...  
you will go most  
safely by the  
middle way”

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### Portland Standard

- Roadway Plant Hire is a plant and equipment operator using 100,000 litres of Gasoil (Red Diesel) per month. They are looking to fix their costs on a portion of their fuel consumption
- They decide they would like to fix the price of 50% of their monthly volume consumption for the next 3 months, ie, 50,000 litres in Month 1, 50,000 litres in Month 2 and 50,000 litres in Month 3
- They agree a price of 43ppl (including duty) with Portland Fuel Price Protection for the 3 month period
- The Portland Standard service requires no up-front fee.
- Roadway Plant Hire continues to buy their fuel in the normal way from their usual fuel supplier(s)
- In month 1, the average price of gasoil turns out to be 44ppl so Portland pays Roadway Plant Hire £500. This is based on 1 pence (44ppl minus the agreed 43ppl) multiplied by 50,000 litres
- In month 2, the average price of gasoil turns out to be 46ppl so Portland pays Roadway Plant Hire £1,500. This is based on 3 pence (46ppl minus 43ppl) multiplied by 50,000 litres
- In month 3, the price of gasoil falls back to an average of 42ppl. Because, Roadway Plant Hire have agreed to pay 43ppl, they must pay Portland the 1ppl difference, ie 1 pence x 50,000 litres = £500
- Over the 3 month period, Portland Fuel Price Protection has saved Roadway Plant Hire £1,500.

**Remember that Portland does not get involved in the physical purchase of fuel. You continue to negotiate with your fuel suppliers, receive the product and pay their bills in the normal way. We simply credit or debit the difference between what is paid versus the agreed Portland price.**

*(see next sheet for Portland Premium)*



**PORTLAND**  
**FUEL PRICE PROTECTION**  
STABILITY FROM VOLATILITY

STABILISE YOUR FUEL COSTS - CALL

**01904 570021**

email: [info@portland-fuel-price-protection.com](mailto:info@portland-fuel-price-protection.com)

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### Portland Premium

- Lightning Bus is a coach operator using 100,000 litres of Diesel per month in the summer months, when trade is at its busiest
- It is critical to Lightning Bus that they do not pay more than 92ppl in June and July, but they also want to take advantage of any falling fuel prices in those same months
- Therefore Lightning Bus buys a fixed price of 92ppl in advance and pays Portland a 1.00ppl fee per month (£1,000) up-front
- Lightning Bus buy their fuel in the normal way (direct from their fuel supplier or with cash / card at a forecourt) and in June, the diesel price actually drops to 89ppl but Lightning pays Portland nothing as they chose the Premium product which requires a one-off, up-front fee
- However in July, the diesel price rockets and the average price for that month is 94ppl. Therefore, Portland pays Lightning Bus £2,000. This is based on 2 pence (94ppl minus the agreed 92ppl) multiplied by 100,000 litres for the month of July

**Once again, you buy and pay for your fuel in the normal way. Portland simply carries out a reconciliation on the price at the end of each month. Remember also that Portland Fuel Price Protection can offer fixed prices on a weekly basis if this better suits the customer's fuel purchasing patterns.**



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### Still not clear?

We believe it is always better to go through things face-to-face, so please ring:

**01904 570021**

to make a free, no commitment appointment and one of our experts will talk you through what we offer.

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