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HAMPTON ROADS
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IN BUSINESS SINCE 1801

pricelock™ 

Introducing Pricelock

With Pricelock fuel prices are predictable, why be exposed?

Fuel costs can be a major expense, so your company feels pain when fuel prices increase unexpectedly. Unfortunately, fuel prices are extremely volatile due to growing demand from emerging markets, inflation and wildcard factors such as geopolitical events and natural disasters. Pricelock is now enabling businesses of all sizes to easily control the volatile cost of gas or diesel using strategies previously available only to large companies like Southwest Airlines.

With Pricelock's fuel price protection, Pricelock pays you when fuel prices go above the protection price you select for your plan.

Fuel Price Protection enables you to:

- Protect your company against increases in fuel prices
- Eliminate budget variability & protect your operating margins
- Create a competitive advantage by controlling fuel cost

“By making a relatively small investment in hedging up front as an insurance policy, companies can protect themselves from potential disaster.”

-The Boston Consulting Group

REMEMBER: You are not pre-purchasing fuel so you are free to use less gas or seek cheaper prices at any time. If gas prices fall below your protection price, you still get to benefit from lower prices at the pump. Once you purchase a plan, there are no additional costs or record keeping.

EASY



Create a plan in minutes with no changes to how you fuel

COMPETITIVE



Control fuel costs and get ahead of your competition

PREDICTABLE



Proactively protect your cash flow and bottom line

AFFORDABLE



Starting as low as 5-6% of your fuel spend

How the Program Works

Fuel price protection is simple. You create a protection plan unique to your business needs. Once you have defined your protection plan, you pay an upfront, one-time fee that covers your plan.

When the national average fuel price rises above your protection price, Pricelock pays you the difference. If the national average drops below your protection price, you do not receive a payout and there are no additional fees.

You can model various fuel price protection scenarios online to select the plan that best meets your company's fuel usage and protection needs. Our tools and experts are available to help you every step of the way.

Define your protection plan by telling us:

1. Your fuel type and protection price*
2. The number of gallons you want protected
3. Your start date and length of protection

* Based on the national average, measured by the U.S. Dept. of Energy

EXAMPLE

Protection \$2.75/gal • 1000 gal/month



National Average	Protection Price	Payment/ Gallon	Monthly Gallons	Payout
\$2.85	\$2.75	= \$0.10	x 1000	▶ \$100
\$2.65	\$2.75	= none	x 1000	▶ \$0
\$2.90	\$2.75	= \$0.15	x 1000	▶ \$150

Custom Solutions

For companies with large fleets and complex situations, Pricelock works closely with you to create highly customized fuel price protection solutions. Each protection plan can be comprised of the following:



Consulting

Pricelock will structure a plan that best minimizes your financial exposure and fuel costs by analyzing your historical fuel usage and understanding your goals, budget objectives and risk profile.



Execution

Pricelock will obtain and negotiate pricing from multiple sources to ensure you get the best price available. Working closely with your fleet, finance and legal teams, Pricelock will execute the trade.



Monitoring and Reporting

Pricelock delivers frequent market pricing updates and continues to evaluate the effectiveness of the plan. Pricelock also generates complete FAS 133 reports for your auditor.

Pricelock also has in-depth expertise in other commodities including natural gas, weather, heating oil and propane.

Pricelock protects businesses of all sizes. From national brands such as Chrysler, Hyundai and Aegis to small, local businesses, Pricelock is responsible for more than 100 million gallons of price protected fuel.



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