

# Get Your Fuel Floater Right Checklist

Minimise risks, avoid frequent price renegotiations, and secure your contracted carriers



- Choose the **right floater model** for each transport mode
  - › Road Freight
  - › Air Freight
  - › Sea Freight
  
- Make sure your fuel model is **accepted by every carrier**
  - › Do they have a problem understanding it?
  - › Is it easy to use in practice?
  
- Ensure your fuel share is **aligned with the needs of your network**
  - › Short and long distance require different fuel share
  - › Take into account regional specifications. Fuel price levels vary between Eastern and Western Europe
  
- Regularly **evaluate your pricing strategy**
  - › Use the adaptability cycle to establish an effective fuel methodology
  - › Evaluate and adjust your approach regularly to account for price fluctuations and market dynamics
  
- Always use a **readily accepted** fuel source
  - › Several fuel sources are in use in the market from different shippers
  - › Is yours one of the common sources?
  
- Define your **fuel base line**
  - › Should you use a monthly or quarterly average?

Our procurement advisory team are ready to optimise your tendering strategy. **Are you?**

Contact us