



**INDUSTRY**

Fishing

**LOCATION**

Norway, Denmark,  
and UK

# Pelagia **saved €960.000** with portfolio management from World Kinect



## OVERVIEW

Pelagia AS is a leading producer of pelagic fish supply essential ingredients for all kinds of animal feed such as protein concentrate, fishmeal, and fish oil. Pelagia are the leading global producer of concentrated marine-based omega-3 fatty acids for dietary supplement and pharmaceutical preparations.

Operating in Norway, the United Kingdom, and Denmark, Pelagia needs a reliable energy management program that can cope with the changing landscape of their business. A producer that relies on nature for production has to be flexible and dynamic to maintain profits. World Kinect Energy Services have a wealth of experience in working with customers in the fishing industry and have developed processes and contracts to match Pelagia's specific requirements.

## CUSTOMER CHALLENGE

Pelagia produces fish-based products across twenty seven sites and needed an **energy procurement**, risk and pricing strategy that was tailored to be flexible and keep them in control. World Kinect were tasked to cost effectively secure electricity supplies of 110GWh for Pelagia's portfolio in Norway and later on also in the Shetlands, taking advantage of **pricing techniques** that gave Pelagia the best market prices and kept costs predictable over time.



*“In our industry, we have to be flexible and dynamic as we are reliant on nature and that can change rapidly. This in turn affects our ability to produce products, as we may have to reduce or increase our energy requirements very quickly to take advantage of our stock position. World Kinect understands our business and provides us with a reliable, consistent, and cost effective solution -- exactly what we need.”*

*Egil Magne Haugstad, CEO, Pelagia AS*

## OUR SOLUTION

World Kinect Energy Services provided Pelagia with a risk management strategy for both electricity and fuel that satisfied their need for low yet predictable prices. World Kinect Online, our web-based portal provides cost, carbon and consumption information and gives Pelagia an up to date and transparent means of reporting. It also gives Pelagia the opportunity to benchmark market prices with their own contracts, to ensure they are making savings compared to the market spot price.

## KEY BENEFITS

Pelagia has been a client of World Kinect since 1999 and we are proud to have become an extension of the Pelagia team. Nineteen years after we first started working together, World Kinect is still consistently providing Pelagia with **energy savings**. In 2018 Pelagia saved €960.000 versus the spot market making a significant difference in **reducing their operating costs** and protecting their energy budget.



FOCUSING  
ON SAVINGS



PROCESS  
IMPROVEMENT



TIME  
EFFICIENCIES



**FIND OUT HOW WORLD KINECT ENERGY SERVICES CAN PUT SOLUTIONS LIKE THESE TO WORK FOR YOU**

[World-Kinect.com](http://World-Kinect.com)

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