



INDUSTRY
Fisheries

LOCATION
Denmark

TripleNine saved 20% with a flexible **energy approach**



OVERVIEW

TripleNine Fish Protein A/S is a modern production company in Denmark that produces high-quality fishmeal and fish oil for food, medicinal, and animal feed use. Their focus is on maintaining sustainable and responsible fishing practices and producing high quality and healthy ingredients for a wide variety of different industries.

CUSTOMER CHALLENGE

To maintain operations TripleNine needs to **procure 300,000 tonnes** of raw fish each year. That requires a steady supply of fresh product from local and overseas fishing vessels. That means managing variations in volumes, deliveries, and outputs that are affected by weather, environment, labor, and other natural forces. Fishing quotas imposed through regulations add to the complexity.

During production, the electricity TripleNine uses to process raw product is directly proportional to the amount of fish stock available, leading to massive swings in consumption and usage. This volatility led TripleNine to seek out a **flexible energy contract** that allowed them to adapt to the changing demands of their business.

Their objective was to accommodate fluctuations in **energy consumption** at short notice, without incurring additional costs. They also wanted a predictable price that provided the best value in the market without the need for internal resource to track and interpret the market.

OUR SOLUTION

World Kinect partnered with TripleNine to monitor, analyze, and trade in the electricity market. We also worked closely with their management team to identify, debate, and align on the framework to be used and provided ongoing support with regular face-to-face meetings.

Variations in physical consumption are now matched with a spot delivery agreement with full volume flexibility. For the price hedge, a consumption forecast is used – easily adjusted if needed – and financial positions can be purchased or sold to adapt the portfolio to new conditions.

Our team helped TripleNine report on the performance of their portfolio with daily updates and access to World Kinect Online, our award-winning customer portal. World Kinect Online provided enterprise-wide consumption, cost, and carbon emission data and visually benchmarked the company's portfolio against the market.

KEY BENEFITS

TripleNine can now manage their energy program without using internal resources, easing pressure on their operations. Moreover, they have a stable price in a highly unstable market. The ability to buy or retract from the market allows them to adapt to variations in physical consumption but also gives them the opportunity to profit from fluctuations and **optimize the final price**. In 2018, they were able to **save 20% on electricity** versus market prices.



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TIME
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