



# EVERYTHING ENERGY.

Global Experience.  
Local Knowledge.

We understand our client's energy needs and provide global solutions through a network of expert energy managers.

World Kinect Energy Service's mission is to be your long term preferred energy manager providing best in class services to commercial, industrial and institutional clients.

## What is the ChamberChoice Energy Program?

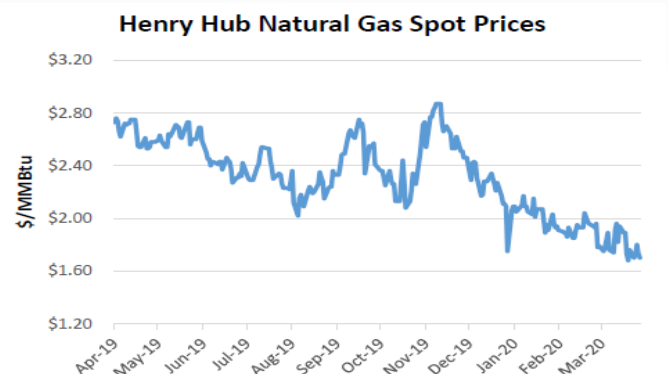
The ChamberChoice Energy Program is an opportunity to work with a personal energy expert free of charge. You get to fully focus on running your business while I analyze your energy bills, compile rates from the industry's best suppliers, and find savings available for your business or organization.

## Why Join the Program?

The ChamberChoice Energy program is managed by World Kinect Energy Services. Under the umbrella of World-Fuel Services, a Fortune 100 company, World Kinect has proven to be a reliable consultant since 1985. We presently manage over 15 billion kilowatt hours and work with many notable businesses globally.

## Why is Now the Time to Buy Energy?

The price of electricity follows the natural gas market. As you can see from the graph on the right, the price of natural gas has dropped greatly. This is due to a warm winter this past year. Now with Covid-19 the market is more unpredictable than ever. Now is the time to speak with an Energy Advisor!



## Who am I?

My name is Loren Martello. I am a Senior Energy Consultant with World Kinect Energy Services and I work with your local Chamber of Commerce to manage your members exclusive energy program. I look forward to supporting you and the Chamber for years to come! Contact me at 412-424-2599 or [lmartello@world-kinect.com](mailto:lmartello@world-kinect.com).

## 1 Physical Supply

With boots on the ground in four continents, we provide the networks, assets, and expertise to deliver to your sites every gallon, kilowatt, or BTU of energy required to keep your operation running worry-free.

## 2 Energy Procurement

No more searching for information across your organization. We're your single point of contact for energy data and strategy, identifying and securing the best suppliers for you across the commodity markets.

## 3 Price Risk Management

We listen first to understand your unique energy price risk tolerance, then advise and supply pricing and hedging strategies to meet your objectives to seize market opportunities or achieve budget certainty.

## 4 Data Management

Create insights from complexity. Our award-winning portals capture and report on your energy and carbon data. Let us aggregate, standardize, and compare your disparate sources of data – all in one place.

## 5 Sustainability

Is sustainability rising to the top of your agenda? We build and implement renewable energy strategies that work best for your organization to help you balance your bottom line with your environmental goals.

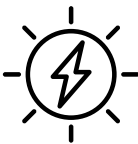
# AN ENERGY PARTNER THAT IS ON YOUR SIDE

World Kinect Energy Services will architect strategies to help clients consume less and save more on energy, reflecting individual objectives and risk tolerances. Additionally, our expert energy consultants deliver sustainability consulting, electric supply evaluations, renewable energy services, carbon management services, VPPAs and assessment of on-site generation options.



### PHYSICAL SUPPLY

- Secure (physical) supply operations
- Physical supply hedge
- Load aggregation
- Balancing & nominations
- Market price access
- Transportation/transmission
- Continuity of supply 24/7/365



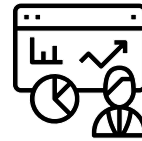
### ENERGY PROCUREMENT

- Market index – flex & fixed pricing
- Price optimization
- Market benchmarking
- Contract development (RFPs)
- Load shape analysis
- Sourcing strategy
- Expert brokerage services



### PRICE RISK MANAGEMENT

- Price risk hedging strategy
- Daily monitoring of markets
- Market insight & analysis
- Financial & physical hedging
- Risk assessments
- Documented risk plan



### DATA MANAGEMENT

- Kinect Online™ – data delivery platform
- Bill validation
- Customized dashboards
- Supplier query & cost recovery
- Energy budgeting
- Global consolidated reporting



### SUSTAINABILITY

- Renewable Energy Certificates (RECs) – trackmyelectricity.com
- Regulatory response
- On-site generation / CHP
- Virtual Purchase Power Agreements (VPPAs)
- Carbon footprinting
- Electric supply evaluation

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