

# Aug. 28 FUEL RETAILERS E15 WORKSHOP

Kearney, NE | 10 AM - 3:30 PM

9:30 AM **REGISTRATION** | Coffee & Pastries

10:00 AM **WELCOME**

Roger Berry, *Administrator, Nebraska Ethanol Board (NEB)*

## 10:05 | KEYNOTE SPEAKER



### Adding Ethanol, Adding Profits

Ron Lamberty,  
*Senior Vice President, American Coalition for Ethanol*

11:00 AM **STEPS TO TAKE BEFORE ADDING BLENDS E15 AND HIGHER**

Deputies Mike Joy and Randy Throop  
*Nebraska State Fire Marshal, Fuels Safety Division*

NOON **LUNCH** **SPONSORED BY WAYNE FUELING SYSTEMS**

1:00 PM **A RETAILER'S TESTIMONY**

Randy Gard, *COO, Bosselman Enterprises*  
Phil Smith, *Director of Petroleum Procurement & Lubricants, Aurora Coop*

1:30 PM **Q&A WITH RANDY AND PHIL**

Get your questions answered! An opportunity to learn from two fuel retailers that have successfully navigated the path to higher ethanol blends.

2:00 PM **PROPER LABELING OF FUEL DISPENSERS**

Mike Johnson, *Weights and Measures Program Manager*  
Kent McConnell, *Western Nebraska Inspector, Weights and Measures Division*

2:30 PM **STATE POLICIES SUPPORTING ETHANOL SALES**

Senator Curt Friesen, *Nebraska Legislature District 34*

3:00 PM **FINANCIAL RESOURCES FOR EXPANDING INFRASTRUCTURE**

Jeff Wilkerson, *Director of Market Development, Nebraska Corn Board*  
Katie Weichman Zulkoski, *Attorney, Zulkoski Weber*

3:15 PM **FUEL THE CURE**

Help fund cancer research through selling cleaner-burning ethanol blends.

3:25 PM **CLOSING REMARKS & HIGHLIGHT OF DIGITAL RESOURCES**

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# SPEAKERS + PANELISTS



## RON LAMBERTY

[rvlamberty@ethanol.org](mailto:rvlamberty@ethanol.org)

Senior Vice President, *American Coalition for Ethanol*

Lamberty spent the first 20 years of his career in the convenience store and petroleum wholesale distributing business, and has a long history as a marketer and supporter of ethanol. He continues to be involved in the petroleum industry and owns and operates two convenience stores.

Lamberty provides logistical and marketing expertise to petroleum marketers who want to begin selling ethanol-enriched gasoline, as well as those who already sell ethanol and are trying to find a way to improve sales of the product. He also created the Blend Your Own ethanol program along with the Renewable Fuels Association, several state corn grower groups, and the National Corn Growers Association, to promote the use of blender pumps by petroleum marketers in the United States.

Lamberty played an integral part in providing a fueling station for the first E85 vehicles in South Dakota, and later opened the first retail E85 fueling site in the nation. He worked closely with ACE to establish several others during his years working in the petroleum business. He was also instrumental in one of the nation's first tests of soy diesel, providing fuel for the Sioux Falls transit buses in 1993.



## MIKE JOY

[mike.joy@nebraska.gov](mailto:mike.joy@nebraska.gov)

Nebraska State Fire Marshal, *Fuels Safety Division*

Joy is based in Norfolk, Nebraska, and has served as Deputy State Fire Marshal for six years. In his role, he educates fuel retailers on what their tanks and tank components are capable of storing to prevent deterioration and ensure compliance. Joy is a retired firefighter and U.S. Coast Guard veteran.



## RANDY THROOP

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Nebraska State Fire Marshal, *Fuels Safety Division*

Throop has worked with the Nebraska State Fire Marshal office for 10 years. Prior to that he served as a paramedic/firefighter for 30 years in Grand Island.

## SPEAKERS + PANELISTS



### RANDY GARD

[randy.gard@bosselman.com](mailto:randy.gard@bosselman.com)

COO, *Bosselman Enterprises*

Gard serves as secretary of the Nebraska Ethanol Board and represents the petroleum position. Currently, he is chief operations officer of Bosselman Enterprises and is a board member for the Bosselman Family of Companies. Responsibilities include executive and strategic oversight of both organizations.

Gard has more than 30 years of overall business development and management experience. He studied business management at Northwood University in Midland, Michigan, and his professional life has led to vast experience in executive leadership, strategic planning, global business development, sales and marketing, new product development, procurement, supply chain management, direct and distributor based channel development, international operations, cost reduction and finance.



### PHIL SMITH

[psmith@auroracoop.com](mailto:psmith@auroracoop.com)

Director of Petroleum Procurement & Lubricants, *Aurora Coop*

Smith has spent 30 years in the energy industry in Nebraska; 13 of those at Aurora Cooperative. He has been involved in all aspects of refined fuels, including ethanol, propane, and industrial lubricants from terminal to customer delivery. Smith specializes in procurement of all energy products, daily pricing, forward contracting, hedging and inventory control. He currently serves on the Nebraska Petroleum Marketers board, as well as the Central Coop Non Stock transportation board.



### MIKE JOHNSON

[mike.d.johnson@nebraska.gov](mailto:mike.d.johnson@nebraska.gov)

Program Manager, *Weights & Measures, NE Dept. of Ag*

Mike Johnson, program manager for the Weights & Measures Focus Group, started with the State in July 2011 as a small scale inspector II for the southwest Omaha/Sarpy County area. He became eastern supervisor in 2015 and program manager in April 2019. His program inspects and regulates 4,000 businesses and 39,800 commercial measuring and weighing devices. It performs regulatory compliance inspection work to ensure equity in the marketplace between the buyer and seller of commodities, as well as consumer protection against fraudulent devices and information theft.

## SPEAKERS + PANELISTS



### KENT MCCONNELL

[kent.mcconnell@nebraska.gov](mailto:kent.mcconnell@nebraska.gov)

Western Nebraska Inspector, *Weights & Measures, NE Dept. of Ag*  
McConnell has worked for Weights & Measures for 28 years. For the past 17 years, he has been responsible for annual inspections of over 1,200 fuel dispensers in central Nebraska to ensure equity in the marketplace between the buyer and seller of commodities, correct labeling, as well as consumer protection against fraudulent devices and information theft.



### CURT FRIESEN

[cfriesen@leg.ne.gov](mailto:cfriesen@leg.ne.gov)

Senator, *Nebraska Legislature District 34*

Friesen represents the 34th Legislative District, which includes: Nance, Merrick and Hamilton counties, and a portion of Hall County where Grand Island is located. He was elected to the legislature in 2014 and re-elected in 2018. Friesen is a strong advocate for biofuels and agriculture, helping move bills like LB585, which created the Renewable Fuel Infrastructure Program. He sits on the Revenue Committee and serves as chairman of the Transportation and Telecommunications Committee. Friesen resides outside of Henderson, Nebraska, where he farms with his family.



### JEFF WILKERSON

[jeff.wilkerson@nebraska.gov](mailto:jeff.wilkerson@nebraska.gov)

Director of Market Development, *Nebraska Corn Board*

Jeff serves as director of market development with the Nebraska Corn Board. His primary responsibilities include coordinating all facets of market development projects to increase demand for Nebraska corn and value-added products, as well as partnering with state, national and international organizations. Wilkerson is in charge of overseeing the Board's blender pump grant program, which assists retailers in offering higher ethanol blends to their customers.



### KATIE ZULKOSKI

[katie@zulkoskiweber.com](mailto:katie@zulkoskiweber.com)

Attorney, *Zulkoski Weber*

Zulkoski specializes in government affairs. She has crafted successful legislative strategies for the renewable fuels industry, health care clients, national non-profits, and associations of all sizes. Outside of the firm, Zulkoski dedicates much of her time to public service on state-wide non-profit boards and continues to be connected to her family's ag business in North Central Nebraska.