

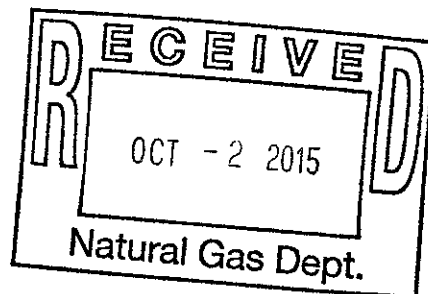
NG-0087

**General Information**

Provide the following general information regarding Applicant.	
Company Name:	World Fuel Services, Inc.
Address:	605 Highway 169 N Suite 1200, Plymouth, MN 55441
Telephone No.:	763-543-4600
Fax No.:	763-543-4603
Website:	www.wfscorp.com
24HR Telephone No:	
Contact Name (Regulatory):	Matt Foran
Address:	9800 NW 41st St Suite 400, Miami, FL 33178
Telephone No.:	305-351-4461
Fax No.:	763-543-4603
E-mail Address:	mforan@wfscorp.com
Contact Name (Legal):	Leonid Budyonny
Address:	9800 NW 41st St Suite 400, Miami, FL 33178
Telephone No.:	305-351-4542
Fax No.:	763-543-4603
E-mail Address:	lbudyonny@wfscorp.com

Provide a description of the business structure of Applicant:
Provider of natural gas who will take title of natural gas and sell it for consumption by an end user, which may include transportation, storage, accounting, and various steps to facilitate the sales of natural gas.

**\*\*Attach evidence of authority to do business in Nebraska, certificates of registration by the Nebraska Secretary of State for all trade names under which the applicant will operate, and the applicant's state of incorporation**



## Officers

Provide a list of the principal officers of Applicant who can provide information regarding operations in Nebraska:	
Name:	Ronald B. Crowell
Office/Title:	Sr. Vice President-Finance
Address:	9800 NW 41st St Suite 400, Miami, FL 33178
Telephone No:	763-543-4600
Fax No:	763-543-4603
E-mail Address:	
Name:	John Rau
Office/Title:	President
Address:	9800 NW 41st St Suite 400, Miami, FL 33178
Telephone No:	763-543-4600
Fax No:	763-543-4603
E-mail Address:	
Name:	Carlos M. Velazquez
Office/Title:	Sr. Vice President
Address:	9800 NW 41st St Suite 400, Miami, FL 33178
Telephone No:	763-543-4600
Fax No:	763-543-4603
E-mail Address:	

## Affiliates

Identify all affiliates of Applicant engaged in the provision of competitive natural gas services in Nebraska or any other state:	
Affiliate Name:	U.S. Energy Services, Inc.
Contact Name:	Brenda Irvin
Address:	605 Highway 169 N Suite 1200, Plymouth, MN 55441
Telephone No:	763-543-4600
Fax No:	763-543-4603
E-mail Address:	birvin@usenergyservices.com
Website:	www.usenergyservices.com
Affiliate Name:	
Contact Name:	
Address:	
Telephone No:	
Fax No:	
E-mail Address:	
Website:	
Affiliate Name:	
Contact Name:	
Address:	
Telephone No:	
Fax No:	
E-mail Address:	
Website:	

\*Attach additional page if necessary.

**Legal Actions and Complaints**

List all legal actions and formal complaints pertaining to the provision of competitive natural gas services filed against the applicant or its affiliates at a public utility regulatory body other than the Commission that were pending in the 12 months prior to the date of the request for certificate, including identification of the title and number of applicable proceedings and a copy of the final orders in such proceedings or the citation to the website where the text of the orders can be found.

N/A

Identify any states and jurisdictions in which the applicant or an affiliate has had a license or certificate to supply competitive natural gas services suspended, revoked, or denied, or where the applicant has voluntarily withdrawn from providing service due to financial or operational reasons. Include identification of the title and number of any applicable proceedings and a copy of any final orders in such proceedings or the citation to the Website where the text of the orders can be found.

N/A

**Operational Ability**

Provide a roster of officers and directors, a description of the professional backgrounds of Applicant's principal managerial and technical personnel, an operational flow chart, and a description of the Applicant's facilities and the services it intends to render. Attach additional Exhibits as needed.

See Attached.

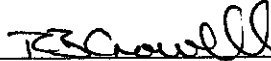
**Financial Capability**

At a minimum, Applicants are required to submit financial statements. The applicant must submit a balance sheet, statement of income, statement of cash flow, and, if applicable, a statement of shareholders' equity and the applicant's debt structure, including bond rating.

**Other Information**

Applicant should attach any further information that may assist the Commission in evaluating this application.

Signature of Applicant or Applicant's Attorney



Signature

Ronald B. Crowell

Print Name

Sr. Vice President-Finance

Title

June 10, 2015

Date

VERIFICATION

I, Ronald B. Crowell, being of proper age and duly sworn, states that I am the  
Sr. Vice President-Finance of Applicant, that I have read the foregoing Application, that I am familiar with the  
contents thereof, and that such is true, accurate, and correct to the best of my knowledge.

RBCrowell

Signature

Ronald B. Crowell

Print Name

Sr. Vice President-Finance

Title

STATE OF FLORIDA )  
COUNTY OF DADE ) ss.

SUBSCRIBED AND SWORN to before me this 20 day of July, 2015.

Witness my hand and official seal.



Angelique M. Marinelli  
Notary Public  
ANGELIQUE MARINELLI

## **Directors and Officers**

**ENTITY:**

**World Fuel Services, Inc. (TX)**

**OWNER:**

World Fuel Services Corporation

**DIRECTORS:**

Ira M. Birns

Francis X. Shea

**OFFICERS:**

**PRESIDENT:**

John Rau

**SR. VICE PRESIDENT - FINANCE: (Aviation & Marine)**

Richard D. McMichael

**SR. VICE PRESIDENT - FINANCE: (Land)**

Ronald Crowell

**SR. VICE PRESIDENT:**

Carlos M. Velazquez

**SR. VICE PRESIDENT, TREASURER:**

Adrienne B. Urban

**VICE PRESIDENT, DERIVATIVE RISK & CONTROL:**

Aftab Saleem

**SECRETARY:**

R. Alexander Lake

**ASSISTANT SECRETARY:**

Amy A. Quintana

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605 North Highway 169  
Suite 1200  
Plymouth, MN 55441  
+1 763-543-4600  
[www.wfscorp.com](http://www.wfscorp.com)

**Ira Birns**  
Executive Vice President and Chief Financial Officer.

Birns is responsible for the executive leadership of the company's financial organization including M&A planning and analysis, tax, treasury, controllership, internal audit and investor relations.

Prior to World Fuel, Birns served as vice president and treasurer and vice president of investor relations for Arrow Electronics, Inc., a global provider of products, services, and solutions to industrial and commercial users of electronic components and computer products.

He is also the past Chairman of the Board of the Association for Finance Professionals, a professional society that represents finance executives globally.

Birns holds a bachelor's degree in accounting from Hofstra University and is a certified public accountant as well as a certified treasury professional.

**Carlos Velazquez**  
Chief Accounting Officer and Senior Vice President, Finance.

Carlos Velazquez is chief accounting officer and senior vice president, finance for World Fuel Services Corporation. He previously served as senior vice president, finance for the marine segment and chief financial officer of the aviation segment for World Fuel Services Corporation. Prior to World Fuel Services Corporation, Velazquez worked at Arthur Andersen. Velazquez earned a bachelor's degree in accounting from Florida State University and a bachelor's degree in animal science from the University of Florida.

**R. Alexander Lake**  
Senior Vice President, General Counsel and Corporate Secretary.

Alex Lake has been general counsel & corporate secretary of World Fuel Services Corporation since 2004 and was named Senior Vice President in 2010.

Prior to joining World Fuel, Lake served as assistant general counsel of America Online Latin America from 2001 to 2004. Prior to America Online, he worked as corporate attorney with leading law firms in New York and Miami, specializing in securities transactions and mergers & acquisitions.

Lake holds a bachelor's degree in economics from Boston College and a juris doctor from Columbia University Law School.



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### **Statement of Operational Capability (description of services and activities)**

World Fuel Services, Inc. is a provider of natural gas who will take title of the natural gas and sell it for consumption by an end user, which may include transportation, storage, accounting, and various steps to facilitate the sales of natural gas. World Fuel Services, Inc. concerns itself with selling natural gas to resellers, other marketers, distribution companies and end users. WFS, Inc.'s extensive knowledge of the industry allows us to meet the needs of end users. In connection with our fuel marketing activities, we act as a reseller as we purchase fuel from a supplier and contemporaneously resell it to our customers through spot sales and contract sales.

World Fuel Services, Inc. is headquartered in Miami, FL and has Aviation, Marine, and Land divisions with over 8000 locations around the world and over 4,000 employees. The employees offer a wide variety of energy related backgrounds including experience with gas pipeline companies, electric utilities, gas utilities, engineering consulting companies and oil/gas producers. The employees have a variety of advanced degrees and professional certificates.

## Solutions grounded in reliability.

We market and supply refined petroleum products, natural gas, CNG, LNG, alternative fuels, renewable fuels and related energy services in the United States, Brazil, and United Kingdom. With more than 1,000 distribution locations, we supply industrial, commercial, and end users with our wholesale and retail offers.

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### Products

Fuel  
Lubricants  
Energy Products

### Services

Quality Control

### Supply Chain

Physical Distribution  
Inventory  
Logistics

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### Energy Consulting

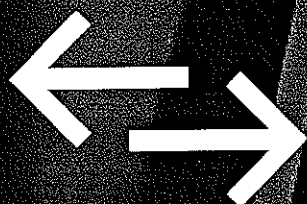
Procurement  
Assessments  
Reporting

### Finance

Credit and  
Financing Options  
Price Risk  
Management

### Transaction Management

Billing Services  
Payment Solutions  
Merchant Programs





**Global Headquarters  
World Fuel Services  
Corporation**

9800 NW 41st Street  
Suite 400  
Miami, FL 33178

+1 305 428 8000  
or +1 800 345 3818

wfscorp.com

**General Inquiries:**  
information@wfscorp.com

**Land:**  
landwebinfo@wfscorp.com

## Products

Our land fuel products are priced competitively and supplied at more than 1,000 distribution locations to keep our wholesale, commercial and retail customers' land-based fleets and operations running reliably and economically.

- CNG/LNG/Natural Gas
- Crude
- Diesel
- Gasoline
- Kerosene
- Lubricants/DEF
- Propane
- Renewable Fuels

## Services

In land-based energy services, one size does not fit all – different regions present different challenges and needs. With the flexibility and resources of a full suite of integrated energy services, we leverage the local market expertise of our leading regional companies to tailor services to individual requirements.

- C-Store Planning & Development
- Natural Gas Consulting, Infrastructure & Design
- Operational Support
- Retail Brand & Retail Programs

## Supply Chain

### Inventory

In order to provide an added measure of supply security for our global energy partners, we maintain access to controlled levels of inventory.

### Physical Supply

What's better than meeting supply needs? Anticipating them. We can do just that through our established energy infrastructure for land fuel supply. Delivering with consistency and reliability, we are a valuable, flexible energy partner and a trusted asset in an uncertain world.

## Finance

### Credit & Financing Options

Serving as a solid financial counterparty, we help land energy customers to finance purchases and stabilize cash flows. Our flexible financing tools include trade credit availability, lines of credit, structured finance options, and term-enhanced sales.

### Price Risk Management

Energy customers across the land sector rely on our energy hedging solutions to assist them in managing their exposure to volatile energy prices. We offer deep expertise in physical and financial hedging products as well as a global supply footprint and exceptional financial strength as a hedging counterparty. With customized risk management programs across global energy markets, we assist our customers in achieving their fuel hedging objectives to help reduce uncertainty.

### Energy Consulting

We are a leading expert in the analysis, procurement and management of energy. Our team provides best-in-class consulting to assist our customers in maximizing efficiency and managing their overall natural gas, electricity, water and alternative fuels spend.

### Transaction Management

By maximizing our niche expertise in global transportation and transaction processing, we give our customers an edge through transaction management programs and services tailored specifically to the needs of the transportation industry. Our flexible, scalable technology platforms streamline card payment solutions and facilitate merchant processing services for diverse business scenarios of any scale.

## Our Brands

**Amstar**



**CarterEnergy**



**GIBCO**



**Henty Oil**



**Lubricant**



**Linton**



**The Lubricant Company**



**MULTI SERVICE**



**PETROAIR**



**Terrana**

**Texor**



**U.S. Energy**



**WATSON**



**Western Petroleum Company**



**Yukon Fuels**