

STATE OF INDIANA

Retail Oilheat Businesses	Sales (000's)	Annual Payroll (000's)	Employees
151	\$18,270	4,190	406

Data Source: US Census Bureau, 2002 County Business Patterns and industry data estimates.
Sales Data = Oilheat volume x avg. price for no. 2 distillate heating oil in state for 2003 (exclusive of any taxes) as reported by Energy Information Administration, plus a 6% allowance for HVAC sales.

Over **60,000** households in the state use Oilheat



Estimated number of consumers in state using Oilheat = **156,686**
60,264 x 2.6 (avg. no. of consumers per household)

Total Oilheat Volume = **135.9** Million Gallons
Oilheat Volume = Residential and Commercial Sales of Distillate Fuel Oil and Kerosene for 2003

Data Source: U.S. Dept. of Energy, 2003 Heating Oil and Kerosene Sales and 2000 Census of Housing

To access more information and news about Oilheat in Indiana:

Indiana Petroleum Marketers and Convenience Store Association (IPCA)

Phone: 317-633-4662

Fax: 317-630-1827

www.ipca.org



COMMONWEALTH OF KENTUCKY

Retail Oilheat Businesses	Sales (000's)	Annual Payroll (000's)	Employees
231	\$87,503	\$6,857	249

Data Source: US Census Bureau, 2002 County Business Patterns and industry data estimates.
Sales Data = Oilheat volume x avg. price for no. 2 distillate heating oil in state for 2003 (exclusive of any taxes) as reported by Energy Information Administration, plus a 6% allowance for HVAC sales.

Over 44,000 households in the state use Oilheat



Estimated number of consumers in state using Oilheat = 114,928
 $44,203 \times 2.6$ (avg. no. of consumers per household)

Total Oilheat Volume = 65 Million Gallons
 Oilheat Volume = Residential and Commercial Sales of Distillate Fuel Oil and Kerosene for 2003

Data Source: U.S. Dept. of Energy, 2003 Heating Oil and Kerosene Sales and 2000 Census of Housing

To access more information and news about Oilheat in Kentucky:

Kentucky Petroleum Marketers Assn. (KPMA)

Phone: 502-875-3738

Fax: 502-875-4515

www.kpma.net

STATE OF MAINE

Retail Oilheat Businesses	Sales (000's)	Annual Payroll (000's)	Employees
289	\$950,337	\$66,177	8,000

Data Source: US Census Bureau, 2002 County Business Patterns and industry data estimates.
Sales Data = Oilheat volume x avg. price for no. 2 distillate heating oil in state for 2003 (exclusive of any taxes) as reported by Energy Information Administration, plus a 6% allowance for HVAC sales.

Over **415,000** households in the state use Oilheat



Estimated number of consumers in state using Oilheat = **1,080,090**
415,420 x 2.6 (avg. no. of consumers per household)

Total Oilheat Volume = **622.6 Million Gallons**
Oilheat Volume = Residential and Commercial Sales of Distillate Fuel Oil and Kerosene for 2003

Percent of households in state using Oilheat = **80%**

Data Source: U.S. Dept. of Energy, 2003 Heating Oil and Kerosene Sales and 2000 Census of Housing

To access more information and news about Oilheat in Maine:

Maine Oil Dealers Association (MODA)

Phone: 207-729-5298

Fax: 207-721-9227

www.meoil.com

STATE OF MARYLAND

Retail Oilheat Businesses	Sales (000's)	Annual Payroll (000's)	Employees
366	\$521,243	\$64,396	1,903

Data Source: US Census Bureau, 2002 County Business Patterns and industry data estimates.
Sales Data = Oilheat volume x avg. price for no. 2 distillate heating oil in state for 2003 (exclusive of any taxes) as reported by Energy Information Administration, plus a 6% allowance for HVAC sales.

Over **316,000** households in the state use Oilheat



Estimated number of consumers in state using Oilheat = **823,508**
 $316,734 \times 2.6$ (avg. no. of consumers per household)

Total Oilheat Volume = **308.3** Million Gallons
 Oilheat Volume = Residential and Commercial Sales of Distillate Fuel Oil and Kerosene for 2003

Percent of households in state using Oilheat = **16%**

Data Source: U.S. Dept. of Energy, 2003 Heating Oil and Kerosene Sales and 2000 Census of Housing

To access more information and news about Oilheat in Maryland:

Mid-Atlantic Petroleum Distributors Assn. (MAPDA)

Phone: 410-349-0808

Fax: 410-349-8510

www.mapda.org

COMMONWEALTH OF MASSACHUSETTS

Retail Oilheat Businesses	Sales (000's)	Annual Payroll (000's)	Employees
907	\$1,839,369	\$205,074	5,120

Data Source: US Census Bureau, 2002 County Business Patterns and industry data estimates.
Sales Data = Oilheat volume x avg. price for no. 2 distillate heating oil in state for 2003 (exclusive of any taxes) as reported by Energy Information Administration, plus a 6% allowance for HVAC sales.

Over 963,000 households in the state use Oilheat



Estimated number of consumers in state using Oilheat = 2,504,718
 $963,353 \times 2.6$ (avg. no. of consumers per household)

Total Oilheat Volume = 1,164.6
 Million Gallons

Oilheat Volume = Residential and Commercial Sales of Distillate Fuel Oil and Kerosene for 2003

Percent of households in state using Oilheat = 39%

Data Source: U.S. Dept. of Energy, 2003 Heating Oil and Kerosene Sales and 2000 Census of Housing

To access more information and news about Oilheat in Massachusetts:

Massachusetts Oilheat Council (MOC)

Phone: 781-237-0730

Fax: 781-237-2442

www.massoilheat.org

STATE OF MICHIGAN

Retail Oilheat Businesses	Sales (000's)	Annual Payroll (000's)	Employees
359	\$233,539	9,350	718

Data Source: US Census Bureau, 2002 County Business Patterns and industry data estimates.
Sales Data = Oilheat volume x avg. price for no. 2 distillate heating oil in state for 2003 (exclusive of any taxes) as reported by Energy Information Administration, plus a 6% allowance for HVAC sales.

Over 130,000 households in the state use Oilheat



**Estimated number of consumers
in state using Oilheat = 340,426**
130,933 x 2.6 (avg. no. of consumers per household)

Total Oilheat Volume = 162 Million Gallons
Oilheat Volume = Residential and Commercial Sales of Distillate Fuel Oil and Kerosene for 2003

Data Source: U.S. Dept. of Energy, 2003 Heating Oil and Kerosene Sales and 2000 Census of Housing

To access more information and news about Oilheat in Michigan:

Michigan Petroleum Assn./Michigan Assn. of C-Stores (MPA/MACS)

Phone: 517-622-3530

Fax: 517-622-3420

www.mpamacs.org

STATE OF NEVADA

Retail Oilheat Businesses	Sales (000's)	Annual Payroll (000's)	Employees
74	Not Surveyed	1,557	135

Data Source: US Census Bureau, 2002 County Business Patterns and industry data estimates.
Sales Data = Oilheat volume x avg. price for no. 2 distillate heating oil in state for 2003 (exclusive of any taxes) as reported by Energy Information Administration, plus a 6% allowance for HVAC sales.

Over 11,000 households in the state use Oilheat



**Estimated number of consumers
in state using Oilheat = 29,601**
11,385 x 2.6 (avg. no. of consumers per household)

Total Oilheat Volume = 20 Million Gallons
Oilheat Volume = Residential and Commercial Sales of Distillate Fuel Oil and Kerosene for 2003

Data Source: U.S. Dept. of Energy, 2003 Heating Oil and Kerosene Sales and 2000 Census of Housing

To access more information and news about Oilheat in Nevada:

Nevada Petroleum Marketers & C-Store Assn.

Phone: 775-348-1888

Fax: 775-348-2011

www.nvfuels.com



STATE OF NEW HAMPSHIRE

Retail Oilheat Businesses	Sales (000's)	Annual Payroll (000's)	Employees
300	\$501,632	\$61,408	1,710

Data Source: US Census Bureau, 2002 County Business Patterns and industry data estimates.
Sales Data = Oilheat volume x avg. price for no. 2 distillate heating oil in state for 2003 (exclusive of any taxes) as reported by Energy Information Administration, plus a 6% allowance for HVAC sales.

Over **275,000** households in the state use Oilheat



Estimated number of consumers in state using Oilheat = **717,150**
 $275,827 \times 2.6$ (avg. no. of consumers per household)

Total Oilheat Volume = **327.5 Million Gallons**
 Oilheat Volume = Residential and Commercial Sales of Distillate Fuel Oil and Kerosene for 2003

Percent of households in state using Oilheat = **58%**

Data Source: U.S. Dept. of Energy, 2003 Heating Oil and Kerosene Sales and 2000 Census of Housing

To access more information and news about Oilheat in New Hampshire:

Oil Heat Council of New Hampshire (OHC-NH)

Phone: 603-895-3808

Fax: 603-895-3325

www.nhoilheat.com

STATE OF NEW JERSEY

Retail Oilheat Businesses	Sales (000's)	Annual Payroll (000's)	Employees
520	\$1,037,952	\$140,287	3,670

Data Source: US Census Bureau, 2002 County Business Patterns and industry data estimates.
Sales Data = Oilheat volume x avg. price for no. 2 distillate heating oil in state for 2003 (exclusive of any taxes) as reported by Energy Information Administration, plus a 6% allowance for HVAC sales.

Over **595,000** households in the state use Oilheat



**Estimated number of consumers
in state using Oilheat** = **1,547,244**
595,094 x 2.6 (avg. no. of consumers per household)

Total Oilheat Volume = **612 Million Gallons**
Oilheat Volume = Residential and Commercial Sales of Distillate Fuel Oil and Kerosene for 2003

Data Source: U.S. Dept. of Energy, 2003 Heating Oil and Kerosene Sales and 2000 Census of Housing

To access more information and news about Oilheat in New Jersey:

Fuel Merchants Assn. of New Jersey (FMA-NJ)

Phone: 973-467-1400

Fax: 973-467-4066

www.fmanj.org

STATE OF NEW YORK

Retail Oilheat Businesses	Sales (000's)	Annual Payroll (000's)	Employees
1,272	\$4,284,638	\$367,278	9,466

Data Source: US Census Bureau, 2002 County Business Patterns and industry data estimates.
Sales Data = Oilheat volume x avg. price for no. 2 distillate heating oil in state for 2003 (exclusive of any taxes) as reported by Energy Information Administration, plus a 6% allowance for HVAC sales.

Over **2,336,000** households in the state use Oilheat



Estimated number of consumers in state using Oilheat = **6,075,456**
2,336,714 x 2.6 (avg. no. of consumers per household)

Total Oilheat Volume = **2,463.2**
Million Gallons

Oilheat Volume = Residential and Commercial Sales of Distillate Fuel Oil and Kerosene for 2003

Percent of households in state using Oilheat = **33%**

Data Source: U.S. Dept. of Energy, 2003 Heating Oil and Kerosene Sales and 2000 Census of Housing

To access more information and news about Oilheat in New York:

Statewide

Empire State Petroleum Association (ESPA)

Phone: 518-449-0702

Fax: 518-449-0779

www.espa.net

NYC Region

New York Oil Heating Assn. (NYOHA)

Phone: 212-695-1380

Fax: 212-594-6583

www.nyoha.org

Long Island

Oil Heat Institute of Long Island (OHI-LI)

Phone: 631-360-0200

Fax: 631-360-0781

www.ohili.org



STATE OF NORTH CAROLINA

Retail Oilheat Businesses	Sales (000's)	Annual Payroll (000's)	Employees
535	\$446,529	20,831	1,100

Data Source: US Census Bureau, 2002 County Business Patterns and industry data estimates.
Sales Data = Oilheat volume x avg. price for no. 2 distillate heating oil in state for 2003 (exclusive of any taxes) as reported by Energy Information Administration, plus a 6% allowance for HVAC sales.

Over **368,000** households in the state use Oilheat



Estimated number of consumers in state using Oilheat = **958,695**
 $368,729 \times 2.6$ (avg. no. of consumers per household)

Total Oilheat Volume = **313.2 Million Gallons**
 Oilheat Volume = Residential and Commercial Sales of Distillate Fuel Oil and Kerosene for 2003

Data Source: U.S. Dept. of Energy, 2003 Heating Oil and Kerosene Sales and 2000 Census of Housing

To access more information and news about Oilheat in North Carolina:

North Carolina Petroleum Marketers Assn. (NCPMA)

Phone: 919-782-4411

Fax: 919-782-4414

www.ncpma.org

STATE OF OHIO

Retail Oilheat Businesses	Sales (000's)	Annual Payroll (000's)	Employees
882	\$342,845	\$95,970	3,528

Data Source: US Census Bureau, 2002 County Business Patterns and industry data estimates.
Sales Data = Oilheat volume x avg. price for no. 2 distillate heating oil in state for 2003 (exclusive of any taxes) as reported by Energy Information Administration, plus a 6% allowance for HVAC sales.

Over 209,000 households in the state use Oilheat



Estimated number of consumers in state using Oilheat = **543,641**
209,093 x 2.6 (avg. no. of consumers per household)

Total Oilheat Volume = **246.9 Million Gallons**
Oilheat Volume = Residential and Commercial Sales of Distillate Fuel Oil and Kerosene for 2003

Data Source: U.S. Dept. of Energy, 2003 Heating Oil and Kerosene Sales and 2000 Census of Housing

To access more information and news about Oilheat in Ohio:

Ohio Petroleum Marketers & C-Store Assn. (OPMCA)

Phone: 614-792-5212

Fax: 614-792-1706

www.opmca.org

STATE OF OREGON

Retail Oilheat Businesses	Sales (000's)	Annual Payroll (000's)	Employees
151	\$90,810	\$11,402	440

Data Source: US Census Bureau, 2002 County Business Patterns and industry data estimates.
Sales Data = Oilheat volume x avg. price for no. 2 distillate heating oil in state for 2003 (exclusive of any taxes) as reported by Energy Information Administration, plus a 6% allowance for HVAC sales.

Over 91,000 households in the state use Oilheat



Estimated number of consumers in state using Oilheat = 238,789
91,842 x 2.6 (avg. no. of consumers per household)

Total Oilheat Volume = 65.9 Million Gallons
Oilheat Volume = Residential and Commercial Sales of Distillate Fuel Oil and Kerosene for 2003

Data Source: U.S. Dept. of Energy, 2003 Heating Oil and Kerosene Sales and 2000 Census of Housing

To access more information and news about Oilheat in Oregon:

Oregon Petroleum Assn. (OPA)

Phone: 503-670-1777

Fax: 503-670-8337

www.oregonpetroleum.org

STATE OF PENNSYLVANIA

Retail Oilheat Businesses	Sales (000's)	Annual Payroll (000's)	Employees
1,347	\$2,063,342	\$221,467	6,834

Data Source: US Census Bureau, 2002 County Business Patterns and industry data estimates.
Sales Data = Oilheat volume x avg. price for no. 2 distillate heating oil in state for 2003 (exclusive of any taxes) as reported by Energy Information Administration, plus a 6% allowance for HVAC sales.

Over 1,217,000 households in the state use Oilheat



Estimated number of consumers in state using Oilheat = 3,164,603
1,217,155 x 2.6 (avg. no. of consumers per household)

Total Oilheat Volume = 1,285.7
Million Gallons

Oilheat Volume = Residential and Commercial Sales of Distillate Fuel Oil and Kerosene for 2003

Percent of households in state using Oilheat = 25%

Data Source: U.S. Dept. of Energy, 2003 Heating Oil and Kerosene Sales and 2000 Census of Housing

To access more information and news about Oilheat in Pennsylvania:

Pennsylvania Petroleum Marketers & C-Store Assn. (PPMCSA)

Phone: 717-902-0210

Fax: 717-902-0290

www.ppmcsa.org

STATE OF RHODE ISLAND

Retail Oilheat Businesses	Sales (000's)	Annual Payroll (000's)	Employees
142	\$337,327	\$39,585	1,163

Data Source: US Census Bureau, 2002 County Business Patterns and industry data estimates.
Sales Data = Oilheat volume x avg. price for no. 2 distillate heating oil in state for 2003 (exclusive of any taxes) as reported by Energy Information Administration, plus a 6% allowance for HVAC sales.

Over 171,000 households in the state use Oilheat



Estimated number of consumers in state using Oilheat = **446,826**
171,856 x 2.6 (avg. no. of consumers per household)

Total Oilheat Volume = **211.1 Million Gallons**
Oilheat Volume = Residential and Commercial Sales of Distillate Fuel Oil and Kerosene for 2003

Percent of households in state using Oilheat = **42%**

Data Source: U.S. Dept. of Energy, 2003 Heating Oil and Kerosene Sales and 2000 Census of Housing

To access more information and news about Oilheat in Rhode Island:

Oil Heat Institute of Rhode Island (OHI-RI)

Phone: 401-464-8000

Fax: 401-464-9506

STATE OF VERMONT

Retail Oilheat Businesses	Sales (000's)	Annual Payroll (000's)	Employees
119	\$252,787	\$39,384	1,265

Data Source: US Census Bureau, 2002 County Business Patterns and industry data estimates.
Sales Data = Oilheat volume x avg. price for no. 2 distillate heating oil in state for 2003 (exclusive of any taxes) as reported by Energy Information Administration, plus a 6% allowance for HVAC sales.

Over 141,000 households in the state use Oilheat



Estimated number of consumers in state using Oilheat = **366,707**
141,041 x 2.6 (avg. no. of consumers per household)

Total Oilheat Volume = **157.1 Million Gallons**
Oilheat Volume = Residential and Commercial Sales of Distillate Fuel Oil and Kerosene for 2003

Percent of households in state using Oilheat = **59%**

Data Source: U.S. Dept. of Energy, 2003 Heating Oil and Kerosene Sales and 2000 Census of Housing

To access more information and news about Oilheat in Vermont:

Vermont Fuel Dealers Assn. (VFDA)

Phone: 802-485-7999

Fax: 802-485-9637

www.vermontfuel.com

STATE OF VIRGINIA

Retail Oilheat Businesses	Sales (000's)	Annual Payroll (000's)	Employees
396	\$647,828	\$56,914	2,007

Data Source: US Census Bureau, 2002 County Business Patterns and industry data estimates.
Sales Data = Oilheat volume x avg. price for no. 2 distillate heating oil in state for 2003 (exclusive of any taxes) as reported by Energy Information Administration, plus a 6% allowance for HVAC sales.

Over **362,000** households in the state use Oilheat



Estimated number of consumers in state using Oilheat = **942,971**
 $362,681 \times 2.6$ (avg. no. of consumers per household)

Total Oilheat Volume = **431 Million Gallons**
 Oilheat Volume = Residential and Commercial Sales of Distillate Fuel Oil and Kerosene for 2003

Data Source: U.S. Dept. of Energy, 2003 Heating Oil and Kerosene Sales and 2000 Census of Housing

To access more information and news about Oilheat in Virginia:

Virginia Petroleum, Convenience and Grocery Assn. (VPCGA)

Phone: 804-282-7534

Fax: 804-282-7777

www.vpcga.com

STATE OF WASHINGTON

Retail Oilheat Businesses	Sales (000's)	Annual Payroll (000's)	Employees
262	\$1,885,678	\$24,733	666

Data Source: US Census Bureau, 2002 County Business Patterns and industry data estimates.
Sales Data = Oilheat volume x avg. price for no. 2 distillate heating oil in state for 2003 (exclusive of any taxes) as reported by Energy Information Administration, plus a 6% allowance for HVAC sales.

Over 126,000 households in the state use Oilheat



Estimated number of consumers in state using Oilheat = **329,542**
126,740 x 2.6 (avg. no. of consumers per household)

Total Oilheat Volume = **117.8 Million Gallons**
Oilheat Volume = Residential and Commercial Sales of Distillate Fuel Oil and Kerosene for 2003

Data Source: U.S. Dept. of Energy, 2003 Heating Oil and Kerosene Sales and 2000 Census of Housing

To access more information and news about Oilheat in Washington:

Pacific Northwest Oil Heat Council (PNOC)

Phone: 206-463-2314

Fax: 206-463-2313

www.pnwoilheat.com

STATE OF WISCONSIN

Retail Oilheat Businesses	Sales (000's)	Annual Payroll (000's)	Employees
524	\$278,275	\$21,215	788

Data Source: US Census Bureau, 2002 County Business Patterns and industry data estimates.
Sales Data = Oilheat volume x avg. price for no. 2 distillate heating oil in state for 2003 (exclusive of any taxes) as reported by Energy Information Administration, plus a 6% allowance for HVAC sales.

Over **158,000** households in the state use Oilheat



**Estimated number of consumers
in state using Oilheat** = **412,097**
158,499 x 2.6 (avg. no. of consumers per household)

Total Oilheat Volume = **196.5 Million Gallons**
Oilheat Volume = Residential and Commercial Sales of Distillate Fuel Oil and Kerosene for 2003

Data Source: U.S. Dept. of Energy, 2003 Heating Oil and Kerosene Sales and 2000 Census of Housing

To access more information and news about Oilheat in Wisconsin:

Wisconsin Petroleum Marketers & C-Store Assn. (WPMCA)

Phone: 608-256-7555

Fax: 608-256-7666

www.wpmca.org