



Massachusetts



Retail Oilheat Businesses	Sales (000's)	Annual Payroll (000's)	Employees
744	2,895,265	196,287	4,146

Data source for locations, payroll, sales: US Census Bureau, 2010 County Business Patterns and industry resource data.
 Sales data: Oilheat volume x avg. price for no.2 distillate heating oil in state for 2012 as reported by Energy Information plus a 7% allowance for HVAC sales.

More than 789,752 housing units in the state use oilheat.



Estimated number of consumers in state using oilheat 2,053,355

Number of units X 2.61 (average no. of consumers per household)

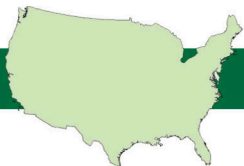


Total oilheat volume 679,863 thousands/gallons

Residential and commercial sales of distillate heating oil and kerosene 2011 EIA

Percent of occupied housing units in state using oilheat 31.8%

U. S. Energy Information Administration, 2011 heating oil and kerosene sales and Census Bureau 2010 American Community Survey Occupied Housing Units/House Heating Fuel



Oilheat — the National Picture

More than 6.9 million housing units in the USA use oilheat

Estimated number of consumers in the USA using oilheat 17,940,00

Number of units X 2.6 (average no. of consumers per household)

Total oilheat volume in the USA 6,340,000,000 gallons

Residential and commercial sales of distillate heating oil and kerosene 2011 EIA