Delaware

<table>
<thead>
<tr>
<th>Retail Oilheat Businesses</th>
<th>Sales (000’s)</th>
<th>Annual Payroll (000’s)</th>
<th>Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>52</td>
<td>92,008</td>
<td>10,609</td>
<td>245</td>
</tr>
</tbody>
</table>

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 for 2012 as reported by Energy Information plus a 7% allowance for HVAC sales.

More than 52,169 housing units in the state use oilheat.

Estimated number of consumers in state using oilheat 135,639
Number of units X 2.61 (average no. of consumers per household)

Total oilheat volume 21,605 thousands/gallons
Residential and commercial sales of distillate heating oil and kerosene 2011 EIA

Percent of occupied housing units in state using oilheat 15.9%
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 17,940,000
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

National Association for Oilheat Research and Education 202.257.8375 noravictory@gmail.com