New Hampshire

<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>134</td>
<td>696,192</td>
<td>63,834</td>
<td>1,435</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 245,537 housing units in the state use oilheat.

Estimated number of consumers in state using oilheat 638,357
Number of units X 2.61 (average no. of consumers per household)

Total oilheat volume 163,479 thousands/gallons
Residential and commercial sales of distillate heating oil and kerosene 2011 EIA

Percent of occupied housing units in state using oilheat 48.8

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