

Purchasing Factors

Yesterday	Future
Heating oil demand	Heating oil demand
Driving season formula change	Driving season formula change
Conflict in oil producing nations	Conflict in oil producing nations
Weather	Weather
US Demand	Emerging Markets – China & India
Future fixed price contracts available – 18 months	Future fixed fuel contracts available – 6 to 9 months
	Refinery capacity (on-site storage reduced)
	Strength of U.S. dollar/oil is traded as a commodity