MASTER

END OF SURVEY REPORT

PRICE, DELIVERIES AND STOCKS OF HEATING OIL STATE OF OREGON 1979 - 1980

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ROCCO R. FALOTICO
SURVEY DIRECTOR
PORTLAND STATE UNIVERSITY
16 MAY 1980

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END OF SURVEY REPORT

I. Methodology

The initial step taken was to arrange a meeting with the executive director of the Oil Heat Institute pf Oregon (Mr. Len Gassner, 503-231-4850). This was done to obtain his cooperation, gain background information, secure a current list of dealers and ascertain total numbers, size and affiliations of likely respondents throughout the State of Oregon. A similar service effort was offered to the allocations officers of Idaho and Washington. For various reasons, they declined the offer. Letters sent to the executive directors of those State's oil heat institutes were never answered.

Step two was the design of forms for the respondents and the persons conducting the survey. Figure 1, Appendix A, is a copy of the transparency sent to each dealer. These forms were also used by other office personnel, in the absence of the survey conductor, to insure confidentiality of the respondent if the information was called in. Figure 2, Appendix A, shows the form used to concentrate weekly data. Figure 3, Appendix A, indicates the format used to report weekly data to Mr. George Sharp.

The selection of dealers to participate in the survey was accomplished as follows: 1.- The 270 dealers were divided into two groups. The Portland Metropolitan group (142) and those outside of that area (128); 2.- Further differentiation was made of those outside the Portland area by the various regions of the State; 3.- Percentages of dealers that were affiliated with major distributors and independents were calculated. A random choice corresponding to the appropriate percentage was then selected from those dealers; 4.- Additionally, there was an attempt to reach a balance of size or volume within the previous three criteria. These methods were used, rather than a pure random sample, to insure covering the entire State and the acquisition of a representative sample of the activity within the market for heating oils. For further details see pages 8 and 9, Appendix A.

Each selected dealer was contacted personally by the survey director. Questions were answered and cooperation secured. If possible, the person actually responsible for compiling the requested information was brought into the process at this point. This insured their willing assistance, since the owner/operator made it clear that this was a project that should be done well and cooperatively. A follow-up letter was sent

along with the transparency designed for their use. See page 5, Appendix A, for a sample.

Within one week a personal phone call was made to the contact person to arrange specific day and time schedules. The exception to this procedure occurred with those dealers affiliated with the Union Oil Company. With the exception of retail prices, all information must come from their corporate offices in Chicago.

This attention to detail and assurances of confidentiality resulted in minimum time spent on the phone, simplified paperwork, and reasonably accurate results. Time spent developing a rapport with each respondent resulted in the collection of maximum intelligence about the workings, status and attitude of those people involved in the oil heat industry.

II. Specific Affecting Factors

Weather - The 1979-1980 heating season was considered to be normal to mild with the exception of two unusually cold snaps, primarily confined to the Portland Metropolitan area. This can readily be seen from the charts in Appendix B.

Price Increases - Inflation and OPEC price rises accounted for the steady increase in prices throughout the heating season. For specific prices and relations of high, low and average prices see figures 19 and 20 in Appendix C.

Availability - Despite an early fear that shortages might develop during the heating season, all dealers reported increases in their storage stocks that were far in excess of the last several years. Those respondents reporting allocation quotas were never below 85% and were at 100% from February until the close of the survey.

III. Recommendations

Department of Energy/Energy Information Administration guidelines, standardized forms, type of information desired (selling price of 400 gallons plus, 200 gallons, or 100 gallons or less), and reporting formats should all be issued to each survey conductor WELL PRIOR to commencement of the yearly heating season. There is also a need to define precisely what product is meant by the terms #1 and #2 heating oil and kerosine. Even among dealers the definitions change radically. Perhaps a national conference, or regional meetings, could be held to train personnel and coordinate the surveys so as to

produce a quality product and give early indications of substantial changes or detect the nuances of subtle shifts within the industry.

It would help if those respondents that cooperate and take part in the survey could be excused from reporting similar data on other DOE/EIA forms. Experiences throughout this past survey indicate that identical information is required on at least three other DOE/EIA forms. This was cited by 75% of the dealers who declined as the reason they would not participate in the survey.

Times and dates for reporting should be set-up and maintained throughout the survey. Two week intervals do not provide accurate enough data to make effective trend analysis and tend to destroy the working relationship, interaction and free flow of information between the dealer and the survey conductor.

Many other uses and inferences may be made of the data collected. It has been so used in Idaho, Oregon and Washington by correlation with data collected by the Pacific Northwest Regional Commission's Energy Policy Workshop. Analysis of the data has been integrated into computer models and the state allocations officers have adjusted estimates of demand, etc., from this source. To be fully utilized the survey should be done for several years and possibly on a wider scale.

APPENDIX A

SAMPLE FORMS, LETTERS, AND REPORTS

Page 5 - Figure 1 - PSU Survey Form (Transparency)
Figure 2 - Weekly Data Form (for conductor)

Page 6 - Figure 3 - Format for reporting weekly results

Page 7 - Letters to the executive directors of the Idaho and Washington Oil Heat Institutes

Page 8 - Division of Dealers by location and affiliation

Page 9 - Letter to Indra Kundra/Carol Kindel

Page 10- Letters to Dealers (Follow-up to phone contact)

Pages 11, 12, 13, 14 and 15 - Figures 4a, 4b, 4c, 4d, 4e, 5a,5b,5c,5d, and 5e - Weekly reports of 26 November 1979 and 3 December 1979

Dealer's Code: _____	Distillate Fuel Oils: Number One	Distillate Fuel Oils: Number Two	Kerosine
"Gallons" Presently In Stock			
Current "Delivered Price" Per Gallon →			
Current "Short Fall" In Gallons →			
Stock Levels "1 Year Ago" In Gallons →			
This Week's "Deliveries" In Gallons →			
(In Gallons) Capacity			
Storage (%) Per Cent Filled			
Changes And Comments On Company Policies	_____	_____	_____

PSU Survey

Figure -1-

Week of _____

Item	#1	#2	Kerosine	Code #					
GAL									
DP									
SF									
LYA									
DEL									
STOR									
Com									
GAL									
DP									
SF									
LYA									
DEL									
STOR									
Com									
GAL									
DP									
SF									
LYA									
DEL									
STOR									
Com									
GAL									
DP									
SF									
LYA									
DEL									
STOR									
Com									
GAL									
DP									
SF									
LYA									
DEL									
STOR									
Com									
GAL									
DP									
SF									
LYA									
DEL									
STOR									
Com									

Figure -2-

10% SAMPLE | 18 FEBRUARY 1980 | "OREGON"

		HIGH	LOW	AVG	
(DELIVERED PRICE)	#1	105.9 →	98.9 →	99.8 ↗	.27
	#2	101.9 ↗	88.9 →	91.3 ↗	.37
(RACK PRICE)	#1	90.9 →	79.2 →	86.5 ↗	1.3
	#2	89.5 →	74.2 ↗	84.0 ↗	.9

NO OTHER DATA COLLECTED THIS WEEK

INCLUDED IN NEWSLETTER OF Feb 22 or 25 !

(NOTE FOR GEORGE: DEALERS HAVE RECEIVED INCREASES OF .02 TO .03 /GALLON BUT IN THE NON-METROPOLITAN AREAS THEY ARE NOT PASSING THEM ON UNTIL END OF FEB. — THIS WILL HOLD UNLESS THEY GET ANOTHER PRICE HIKE.
— PRICE INCREASES ONLY FOR TEXACO, ARCO, SHELL AND SOME INDEPENDENTS CHEVRON [redacted]

REPORTED TO GEORGE 9:30am 2-20-80.

Figure -3-

10% SAMPLE | 25 FEBRUARY 1980 | "OREGON"

		HIGH	LOW	AVG	
(DELIVERED PRICE)	#1	105.9 →	95.4 ↗	100.1 ↗	.3
	#2	101.9 →	92.0 ↗	97.6 ↗	.3
(RACK PRICE)	#1	90.9 →	81.9 ↗	86.9 ↗	.4
	#2	82.5 →	77.9 ↗	85.1 ↗	1.1

(PRESENTLY IN STOCK)	#1	84,919 ↗ 16.4%	45.0 % of CAPACITY	↗ 13.6%
	#2	1,080,625 ↗ 2.6%	55.9 % of CAPACITY	↗ 2.2%

● (DELIVERIES) #1 66,469 ↗ 24.8% #2 2,812,557 ↗ 9.4%

(CAPACITY) #1 (188,714) → #2 (1,932,975) ↗

(1 YEAR AGO)	#1	106,273 ↗ 13.2%	56.3 % of CAPACITY	↗ 6.5%
	#2	408,123 ↗	21.1 % of CAPACITY	↗ 5.8%

NOTE: COMPARISON WITH LAST REPORTED DATA (UP↗), (DOWN↘), (UNCHANGED →).

* ESTIMATES ONLY !

→ NO SHORTFALL !

● DELIVERY DATA IS FOR THE PERIOD 11 FEB 80 THROUGH 25 FEB 80

REPORTED TO GEORGE S. AT 0919 4 MAR 80.

INCLUDED IN NEWSLETTER OF 29 FEB 80.

Figure -3-

PORTLAND
STATE
UNIVERSITY
p.o. box 751
portland, oregon
97207
503/229-4961

systems science
ph.d. program

Mr. Ed Bishop, Executive Director
Oil Heat Institute of Washington
400 Dexter Ave. North
Seattle, Washington 98109

16 October 1979

Dear Mr. Bishop:

Commencing this week Portland State University is conducting a survey of the availability and price of heating oil and related data in the state of Oregon. Approximately 30 dealers throughout the state are participating, with the blessing of Len Gassner, Executive Director of the Oil Heat Institute of Oregon, which should produce a statistically reliable balance for the entire state.

Within a month the survey is to be expanded into the states of Washington and Idaho. To efficiently conduct the survey in Washington we need your support and expertise. Your support in asking the members of your organization to cooperate with us and your insightful expertise in helping us choose which dealers to contact in order to achieve a balanced and accurate picture of the heating oil situation in your state. If possible, would you please send us a list of your membership with comments as to who the main dealers are, their major oil company affiliations (if any), and the likelihood of their cooperation with the survey. Len Gassner did so for the Oregon dealers and would welcome your contacting him for verification (and story swapping). In addition, please be assured that NO release of individual data will be made nor will it be associated with a specific name. Only aggregate figures will be released. If they wish, copies of the survey reports can be forwarded to the participating individuals directly, or through your office.

A copy of the letter and attachment sent to each Oregon participant is enclosed. If you have any suggestions for improvement, please forward them. We want to be fair to the dealers and the public while simultaneously maintaining the integrity of Portland State University.

Thank you for your cooperation and please contact me if you have any questions or need further information about the survey.

Yours truly,

Rocco R. Falotico

Rocco R. Falotico, Survey Coordinator
Systems Science - PSU
P.O.Box 751
Portland, Oregon 97207

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503/229-4961

systems science
ph.d. program

Mr. Frank Sattler, Executive Director
Oil Heat Institute of Idaho
P.O. Box 172
Boise, Idaho 83701

16 October 1979

Dear Mr. Sattler:

Commencing this week Portland State University is conducting a survey of the availability and price of heating oil and related data in the state of Oregon. Approximately 30 dealers throughout the state are participating, with the blessing of Len Gassner, Executive Director of the Oil Heat Institute of Oregon, which should produce a statistically reliable balance for the entire state.

Within a month the survey is to be expanded into the states of Idaho and Washington. To adequately conduct the survey in Idaho and insure fairness to the members of your organization, we need your insight and support. Your insight in advising us as to which dealers to contact in order to achieve a balanced and accurate picture of the heating oil situation in your state. Your support in asking the members so chosen to give us their cooperation and assistance. If possible, would you please send us a list of your membership with comments as to who the main dealers are, their major oil company affiliations (if any), and the likelihood of their cooperation with the survey. Len Gassner did so for the Oregon dealers and would welcome your contacting him for verification (and tall tale swapping). In addition, please be assured that NO release of individual data will be made nor will it be associated with a specific name. Only aggregate figures will be released. If they wish, copies of the survey reports can be forwarded to the participating individuals directly, or through your office.

A copy of the letter and attachment sent to each Oregon participant is enclosed. If you have any suggestions for improvement, please forward them. We want to be fair to the dealers and the public while simultaneously maintaining the integrity of Portland State University.

Thank you for your cooperation and please contact me if you have any questions or need further information about the survey.

Yours truly,

Rocco R. Falotico

Rocco R. Falotico, Survey Coordinator
Systems Science - PSU
P.O.Box 751
Portland, Oregon 97207

CITY / REGION / MAJOR AFFILIATION	PORTLAND	SALEM	EUGENE	ASTORIA	COOS BAY	MEDFORD	ASHLAND	KLAMATH FALLS	BEND	PENDELTON	TOTAL
	METRO AREA	W. VALLEY	W. VALLEY	N. COAST	S. COAST	S/CTR. OR	S. OREGON	S. OREGON	E/CTR. OR.	E. OREGON	
ARCO ▽	4	2	0	0	0	0	0	0	0	0	6
CHEVRON	3	0	1	1	1	2	0	1	0	1	10
EXXON	1	0	1	0	0	0	0	0	0	0	2
INDEPENDENT*	0	0	0	0	0	1	1	0	0	1	3
MOBIL ▽	2	2	0	0	0	0	0	0	0	0	4
SHELL	1	0	0	0	0	0	0	0	1	0	2
TEXACO	1	1	0	0	0	0	0	0	0	0	2
UNION**	1	0	1	0	0	0	0	0	0	0	2
TOTALS	13	5	3	1	1	3	1	1	1	2	31

TOTAL FOR STATE = 270 DEALERS X .10 = 27
METROPOLITAN PORTLAND = 142 (13)
REMAINDER OF STATE = 128 (14)

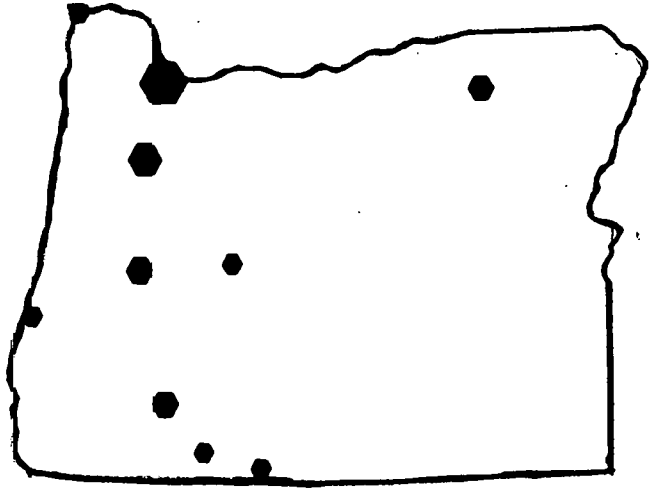
DUE TO DEALER PERCENTAGES IT WAS DECIDED TO GO WITH 13 DEALERS IN THE METRO AREA.

*INDEPENDENTS INCLUDED CENEX / TIME / HUSKY / ARMOR-ACME

**UNION OIL DEALERS WITHDREW EXCEPT FOR PRICE REPORTS DUE TO REQUIREMENT OF CORPORATE OFFICES FOR ALL DATA TO BE CLEARED THROUGH THE CHICAGO OFFICES. (INCLUDES ONTARIO)

▽ TWO DEALERS ARE INTERAFFILIATED BETWEEN ARCO AND MOBIL.

WITH REPLACEMENTS THE FINAL TOTAL = 27



DIVISION OF DEALERS BY LOCATION AND AFFILIATION — FIGURE 4

PORTLAND
STATE
UNIVERSITY
p.o. box 751
portland, oregon
97207
503/229-4961

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Mr. Indra Kundra/Ms. Carol Kindel
Fed.Bldg./ New Post Office Building
12th St. and Pennslyvania N.W. Room 4146
Washington, D.C. 20461

5 November 1979

1. Enclosed you will find the following - (A) PSU SURVEY FORM - This was sent, as a transparency to each participating dealer, as stated in the cover letter. (B) A copy of a sample letter that was sent to each participating dealer. (C) A copy of the form used by the Survey office to record dealer information. (D) A copy of the verbal report made to Mr. George Sharp on wednesday of each week.

2. Having NO examples or other criteria from D.O.E., the survey was initiated, using the criteria listed below, so as to begin producing results as soon as possible. (A) Contact was made with Mr. Len Gassner, the Executive Director of the Oil Heat Institute of Oregon, to obtain a list of the retail Oil Heat Dealers of the State. Use was made of his expertise and his position to achieve the voluntary cooperation of the chosen dealers. (B) The list was divided into two groups, I = Metropolitan i.e. the greater Portland area, (142), II = Non metropolitan (128). It was further divided by Major Oil Company affiliation (Percentages were then calculated) and a random ten percent sample was chosen. (C) A cross check was made to insure statewide participation, i.e. that all the category II dealers were not on the Coast, and that there was a divergence of size of dealer, i.e. those that delivered/stored 4,000 or less gallons per week up to those that were in the 250,000 plus bracket. (D) Where chosen dealers were unwilling to cooperate, an alternate was chosen by trying to match it to the one replaced. (E) Letters and transparencies were sent and the survey commenced.

3. Hopefully the above explanation and the enclosed items will answer your questions. If not, please feel free to contact us at any time. We are looking forward to an answer to this letter and the items you said would be forthcoming from your office at the earliest date.

Yours truly,

Rocco R. Falotico

Rocco R. Falotico, Survey Director
Systems Science - PSU
P.O.Box 751
Portland, Oregon 97207
503/229-4092

Mrs. Louise Kane

PORTLAND STATE UNIVERSITY
p.o. box 751
portland, oregon 97207
503/229-4961

systems science ph.d. program

Portland, Oregon 97219

19 October 1979

Dear Mrs. Kane:

This is to confirm our conversation of the 16th of October 1979, concerning the survey being conducted by Portland State University for the Energy Information Administration (EIA). of the U. S. Department of Energy.

AS agreed, I will contact you on Monday or Tuesday of each week for the information shown on the enclosed transparency, which is for your use and convienence. Note: If there is no change in any of the items from the previous week, please feel free to say so, it will save us both a lot of time.. If you have not been contacted by Tuesday, of each week, would you please call in the information to our office using your code number as the only identification. Your answers are only identified by that assigned code number which is known onlyto you and me, to insure their confidentiality, even within the survey staff. Your code number is

The information you give us will not be released except as included in the aggregate figures which are reported weekly to EIA.

Thank you for your cooperation and please contact me if you have any questions about the survey or if I can be of help to you in any way.

Yours truly,

Rocco R. Falotico, Survey Coordinator
Systems Science - PSU
P.O.Box 751
Portland, OR 97207
503/229-4960

Mr. Ed Verdurmen

PORTLAND STATE UNIVERSITY
p.o. box 751
portland, oregon 97207
503/229-4961

systems science ph.d. program

Portland, OR 97219

19 October 1979

Dear Mr. Verdurmen:

This is to confirm our conversation of the 16th of October 1979, concerning the survey being conducted by Portland State University for the Energy Information Administration (EIA) of the U.S. Department of Energy.

As agreed, I will contact you on Monday or Tuesday of each week for the information shown on the enclosed transparency, which is for your use and convienence. Note: If there is no change in any of the items from the previous week, please feel free to say so, it will save us both a lot of time.. If you have not been contacted by Tuesday, of each week, would you please call in the information to our office using your code number as the only identification. Your answers are only identified by that assigned code number which is known only to you and me, to insure their confidentiality, even within the survey staff. Your code number is

The information you give us will not be released except as included in the aggregate figures which are reported weekly to EIA.

Thank you for your cooperation and please contact me if you have any questions about the survey or if I can be of help to you in any way.

Yours truly,

Rocco R. Falotico, Survey Coordinator
Systems Science - PSU
P.O.Box 751
Portland, OR 97207
503/229-4960

WEEK OF 26 NOVEMBER 99

Item	#1	#2	KEROSINE	CODE #
350 (-400)				
GAL	9,000	24,000	N/A	
DP	86.9	82.0		2
SF	NONE	NONE		
LYA	N/A	N/A		4
DEL	800	27,000		
STOR	25,000 36%	50,000 48%		1
COM				
302 (-400)				
GAL	N/A	19,153	N/A	
DP		84.0		7
SF		NONE		
LYA		28,432		3
DEL		19,141		
STOR		38,000 50.4%		2
COM				
302 (-300)				
GAL	N/A	70,000	N/A	
DP		85.9		6
SF		NONE		
LYA		N/A		3
DEL		70,000		
STOR		140,000 50%		8
COM				
TUNS (-300)				
GAL	N/A	9,269	N/A	
DP		82.9		7
SF		NONE		
LYA		17,294		4
DEL		20,199		
STOR		16,000 57.9%		1
COM				
TUNS (-400)				
GAL	N/A	7,480	N/A	
DP		84.4		7
SF		NONE		
LYA		42,600		3
DEL		14,300		
STOR		60,000 12.5%		0
COM				
TUNS (-400)				
GAL	N/A	7,241	N/A	
DP		83.9		8
SF		NONE - ALLOCATION		
LYA		4,300		5
DEL		3,500		
STOR		20,000 36.2%		7
COM				

Figure -5a-

WEEK OF 26 NOVEMBER 99

Item	#1	#2	KEROSINE	CODE #
TUNS (-400)				
GAL	12,000	137,242	N/A	
DP	86.0	84.0		7
SF	NONE	NONE		
LYA	N/A	N/A		3
DEL	500	93,248		8
STOR	15,000 80%	180,000 76.2%		
COM				
TUNS (-400)				
GAL	N/A	—	N/A	
DP		83.4 — 85.4 — 87.5		6
SF		NONE		
LYA		N/A		3
DEL		9,150		
STOR		—		1
COM				
302 (-300)				
GAL	N/A	31,100	N/A	
DP		82.9		4
SF		NONE		
LYA		N/A		3
DEL		19,800		
STOR		60,000 51.8%		1
COM				
TUNS (-300)				
GAL	N/A	49,500	N/A	
DP		84.9		6
SF		NONE		
LYA		N/A		3
DEL		42,642		
STOR		50,000 99%		4
COM				
TUNS (-400)				
GAL	N/A	126,202	N/A	
DP		83.9		6
SF		NONE		
LYA		N/A		3
DEL		83,642		
STOR		210,000 60.1%		0
COM				
TUNS (-400)				
GAL	632	81,309	2642	
DP	90.9	86.9	1.00	7
SF	NONE	NONE	NONE	
LYA	N/A	N/A	N/A	4
DEL	1596	40,467		
STOR	4,000 16%	106,000 77%	3,000 88%	0
COM				

Figure -5b-

WEEK OF 26 NOVEMBER 1979

Item	#1	#2	KEROSINE	CODE #
MON (0900)				
GAL	10,644	27,533	N/A	4
DP	89.9	86.9		
SF	NONE	NONE		4
LTA	5,548	23,409		
DEL	1,822	13,557		7
STOR	16,000 66.5%	50,000 55%		
COM				
TUES (0900)				
GAL	5,200	16,000	N/A	4
DP	84.4	82.9		
SF	NONE	NONE		5
LTA	N/A	N/A		
DEL	1,250	25,000		4
STOR	15,000 34.6%	21,000 76%		
COM				
WED (0900)				
GAL	N/A	82,570	N/A	6
DP		87.9		
SF		NONE		3
LTA		N/A		
DEL		22,502		6
STOR		120,000 69%		
COM				
THURS (0900)				
GAL	—	—	N/A	5
DP	86.2	82.6		
SF	NONE	NONE		3
LTA	N/A	N/A		
DEL	1,352	3,864		4
STOR	—	—		
COM				
FRI (0900)				
GAL	4,000	56,000	N/A	6
DP	86.8	83.8		
SF	NONE	NONE		5
LTA	8,000	29,100		
DEL	2,800	11,200		6
STOR	20,000 20%	80,000 64%		
COM				
SAT (0900)				
GAL	11,677	19,168	N/A	7
DP	89.9	86.9		
SF	NONE	NONE		5
LTA	N/A	N/A		
DEL	2,912	5,348		5
STOR	12,500 93%	131,750 12.9%		
COM				

Figure -5c-

WEEK OF 26 NOVEMBER 79

Item	#1	#2	KEROSINE	CODE #
MON (0900)				
GAL	N/A	43,102	N/A	6
DP		87.9		
SF		NONE		3
LTA		N/A		
DEL		21,850		3
STOR		110,000 39%		
COM				
TUES (0900)				
GAL	N/A	48,375	N/A	7
DP		87.2		
SF		NONE		5
LTA		N/A		
DEL		26,450		1
STOR		90,000 53.8%		
COM				
WED (0900)				
GAL	2,390	28,475	N/A	9
DP	87.5	83.4		
SF	NONE	NONE		4
LTA	N/A	N/A		
DEL	805	28,100		1
STOR	5,000	58,049 56.9%		
COM				
THURS (0900)				
GAL	4,045	21,900	N/A	7
DP	86.2	82.5		
SF	NONE	NONE		3
LTA	5,279	9,665		
DEL	1,200	14,500		5
STOR	10,680	32,000 68.4%		
COM				
FRI (0900)				
GAL	10,350	47,550	600	4
DP	86.8	81.2	81.00	
SF	NONE	NONE	NONE	2
LTA	11,000	29,020	N/A	
DEL	4,809	53,211	—	1
STOR	19,267	65,000 73%	682 88%	
COM				
SAT (0900)				
GAL	9,200	14,300	N/A	7
DP	92.7	91.4		
SF	NONE	NONE		5
LTA	13,265	10,108		
DEL	3,630	6,366		2
STOR	19,267 47.8%	19,267 74.2%		
COM				

Figure -5d-

WEEK OF 3 DECEMBER 1979

Item	#1	#2	KEROSINE	CODE #
GAL	3,400	21,000	N/A	
DP	89.9	84.0		2
SF	NONE	NONE		
ATA	N/A	N/A		4
DEL	350	24,400		
STOR	25,000 14%	50,000 42%		1
COM				
GAL	N/A	35,378	N/A	
DP		84.0		7
SF		NONE		
ATA		13,606		3
DEL		34,658		
STOR		38,000 93%		2
COM				
GAL	N/A	70,000	N/A	
DP		85.9		6
SF		NONE		
ATA		N/A		3
DEL		70,000		
STOR		140,000		8
COM				
GAL	N/A	12,307	N/A	
DP		82.9		7
SF		NONE		
ATA		12,751		4
DEL		23,970		
STOR		16,000 77%		1
COM				
GAL	N/A	7,480	N/A	
DP		84.4		7
SF		NONE		
ATA		42,600		3
DEL		14,300		
STOR		60,000 12.5%		0
COM				
GAL	N/A	2,450	N/A	
DP		83.9		8
SF		NONE - ALLOCATION		
ATA		3,200		5
DEL		14,886		
STOR		20,000 12%		7
COM				

Figure -6a-

WEEK OF 3 DECEMBER 1979

Item	#1	#2	KEROSINE	CODE #
GAL	12,000	154,389	N/A	
DP	86.0	84.9		7
SF	NONE	NONE		
ATA	N/A	N/A		3
DEL	500	141,971		
STOR	15,000 80%	180,000 86%		8
COM				
GAL	N/A		N/A	
DP		83.4 85.4 87.5		6
SF		NONE		
ATA		N/A		3
DEL		19,072		
STOR				1
COM				
GAL	N/A	15,250	N/A	
DP		84.9		4
SF		NONE		
ATA		N/A		3
DEL		31,100		
STOR		60,000 25%		1
COM				
GAL	N/A	23,390	N/A	
DP		84.9		6
SF		NONE		
ATA		N/A		3
DEL		69,276		
STOR		50,000 47%		4
COM				
GAL	N/A	129,141	N/A	
DP		84.9		6
SF		NONE		
ATA		N/A		3
DEL		103,124		
STOR		210,000 61.5%		0
COM				
GAL	632	81,309	2,642	
DP	90.9	86.9	1.00	7
SF	NONE	NONE	NONE	
ATA	N/A	N/A	N/A	4
DEL	1,596	40,467	-0-	
STOR	4,000 16%	106,000 77%	3,000 88%	0
COM				

Figure -6b-

WEEK OF 3 December 1979

Item	#1	#2	KEROSINE	CODE #
GAL	8,651	34,776	N/A	
DP	89.9	86.9		4
SF	NONE	NONE		
LTA	8898	9,169		4
DEL	1,639	20,118		
STOR	16,000 54%	50,000 70%		7
COM				
GAL	12,086	11,993	N/A	
DP	86.4	82.9		4
SF	NONE	NONE		
LTA	N/A	N/A		5
DEL	1,000	30,476		
STOR	15,000 80.6%	21,000 57.1%		4
COM				
GAL	N/A	85,024	N/A	
DP		89.9		6
SF		NONE		
LTA		N/A		3
DEL		42,295		
STOR		120,000 71%		6
COM				
GAL	—	—	N/A	
DP	86.2	82.6		5
SF	NONE	NONE		
LTA	N/A	N/A		3
DEL	1,652	6,276		
STOR	—	—		4
COM				
GAL	2,200	23,300	N/A	
DP	86.8	83.8		6
SF	NONE	NONE		
LTA	10,000	23,800		5
DEL	7,000	23,800		
STOR	20,000 11%	88000 26.5%		6
COM				
GAL	11,800	14,760	N/A	
DP	89.9	86.9		7
SF	NONE	NONE		
LTA	N/A	N/A		5
DEL	800	6,149		
STOR	12,500 94%	137,750 11%		5
COM				

Figure -6c-

WEEK OF 3 DECEMBER 1979

	Item	#1	#2	KEROSINE	CODE #
TUES (1500)	GAL	N/A	49,410	N/A	
	DP		87.9		6
	SF		NONE		
	LTA		N/A		3
	DEL		47,816		
	STOR		110,000 44.9%		3
	COM				
WED (0900)	GAL	N/A	43,351	N/A	
	DP		89.5		7
	SF		NONE		
	LTA		N/A		5
	DEL		27,460		
	STOR		90,000 48.2%		1
	COM				
THU (1400)	GAL	2,548	23,850	N/A	
	DP	87.5	83.4		9
	SF	NONE	NONE		
	LTA	N/A	N/A		4
	DEL	610	38,000		
	STOR	5,000 51%	50,049 47.7%		1
	COM				
TUES (1000)	GAL	2,750	13,427	N/A	
	DP	87.5	82.5		7
	SF	NONE	NONE		
	LTA	6,062	8,120		3
	DEL	1,300	21,450		
	STOR	10,680 35%	32,000 42%		5
	COM				
THUR (0900)	GAL	9,450	42,767	600	
	DP	86.8	81.2	1.00	4
	SF	NONE	NONE	NONE	
	LTA	12,693	11,000	N/A	2
	DEL	8,033	57,780		
	STOR	19,267 49%	65,000 65.8%	682 88%	1
	COM				
FRI (1100)	GAL	11,000	14,400	N/A	
	DP	92.7	91.4		9
	SF	NONE	NONE		
	LTA	9,896	11,982		5
	DEL	16,369	12,000		
	STOR	19,267 67%	19,267 75%		2
	COM		WILL GO DOWN 2 CENTS NEXT WEEK		

Figure -6d-

WEEK OF 3 DECEMBER 1979

Item	#1	#2	KEROSINE	CODE #
GAL	—	—	N/A	834
DP	81.0	85.4		
SF	NONE	NONE		
LTA	N/A	N/A		
DEL	1,354	2,941		
STOR	—	—		
COM				
GAL	3,500	18,000	N/A	637
DP	84.5	79.9		
SF	NONE	NONE		
LTA	N/A	N/A		
DEL	1,400	11,000		
STOR	12,000 24%	25,000 72%		
COM				
GAL	4,000	6,000	N/A	839
DP	82.9	78.9		
SF	NONE	NONE		
LTA	N/A	N/A		
DEL	10,088	98,746		
STOR	15,000 27%	136,000 4.4%		
COM				
GAL				
DP				
SF				
LTA				
DEL				
STOR				
COM				
GAL	85,012	933,147	3,242	SAMPLE (27)
DP	82.9 - 87.24 - 92.7	78.9 - 84.9 - 91.4	$1.00	
SF	NONE	NONE	NONE	
LTA	139,005 73.7%	390,107 20.8%	N/A	
DEL	53,691	1,039,531	—	
STOR	188,714 45%	1,874,066 49.5%	3,682 88%	
COM				
GAL				
DP				
SF				
LTA				
DEL				
STOR				
COM				

3wd (-1000) 3wd (-1100) 3wd (0100)

Figure -6e-

WEEK OF 26 NOVEMBER 79

Item	#1	#2	KEROSINE	CODE #
GAL	—	—	N/A	834
DP	81.0	85.4		
SF	NONE	NONE		
LTA	N/A	N/A		
DEL	920	19,164		
STOR	—	—		
COM				
GAL	3,500	18,000	N/A	637
DP	84.5	79.9		
SF	NONE	NONE		
LTA	N/A	N/A		
DEL	1,400	11,000		
STOR	12,000 29%	25,000 72%		
COM				
GAL	8,000	37,300	N/A	839
DP	82.9	78.9		
SF	NONE	NONE		
LTA	N/A	N/A		
DEL	11,000	51,000		
STOR	15,000 63.3%	136,000 21.4%		
COM				
GAL				
DP				
SF				
LTA				
DEL				
STOR				
COM				
GAL	90,638	1,022,769	3,242	SAMPLE (27)
DP	81.0 - 86.84 - 92.7	78.9 - 84.44 - 91.4	$1.00	
SF	NONE	NONE	NONE	
LTA	120,658 63.9%	517,141 27.6%	N/A	
DEL	36,796	751,201	—	
STOR	188,714 48%	1,874,066 54.6%	3,682 88%	
COM				
GAL				
DP				
SF				
LTA				
DEL				
STOR				
COM				

3wd (-1000) 3wd (-1100) 3wd (0100)

Figure -5e-

APPENDIX B

CHARTS OF TEN

REPRESENTATIVE RESPONDENTS

Page 17 - Figure -7-Respondent #241-Portland-Chevron
Figure -8-Respondent #447-W.Valley-Mobil/Arco

Page 18 - Figure -9-Respondent #630-Portland-Arco/Mobil
Figure-10-Respondent #637-E.Oregon-Shell

Page 19 - Figure-11-Respondent #656-S.Oregon-Chevron
Figure-12-Respondent #730-Portland-Texaco

Page 20 - Figure-13-Respondent #732-Portland-Arco
Figure-14-Respondent #738-Portland-Chevron

Page 21 - Figure-15-Respondent #752-S.Oregon-Independent
Figure-16-Respondent #839-OR.Coast-Chevron

LEGEND:
—— - —— Gallons Delivered 79/80
- - - - - - Gallons in Stock 79/80
———— Storage Capacity 79/80
. . . . . Gallons in Stock 78/79

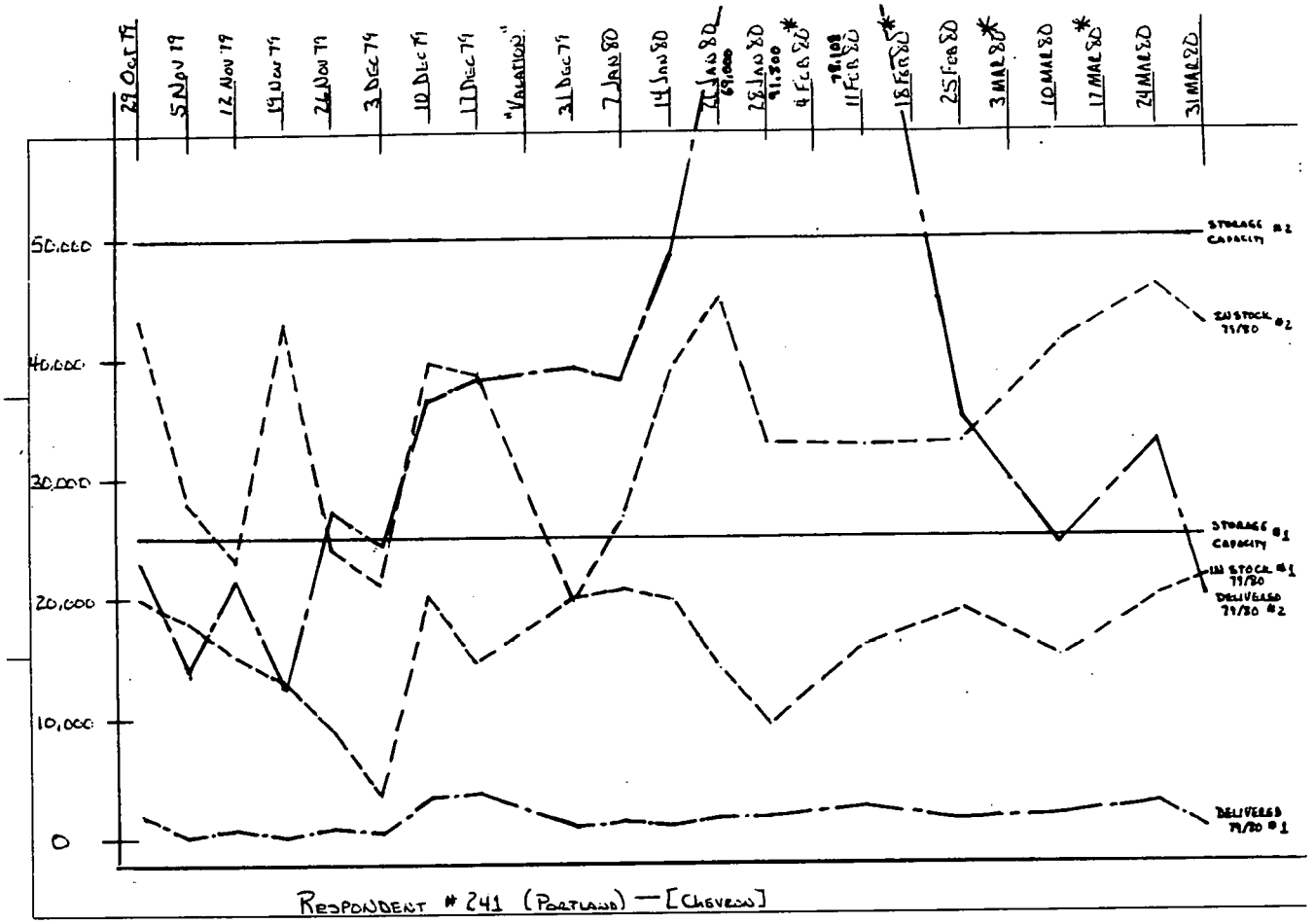


Figure -7-

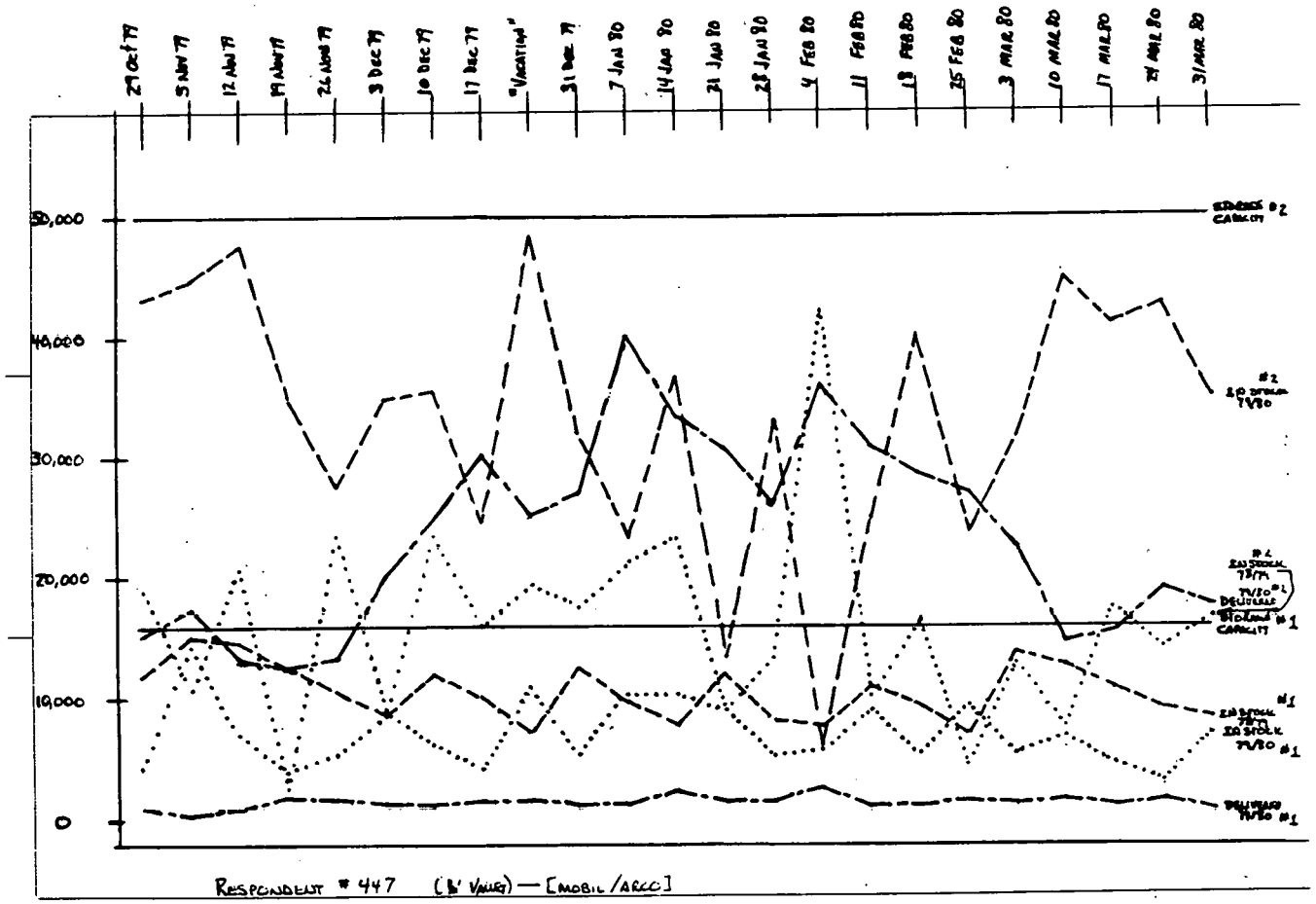


Figure -8-

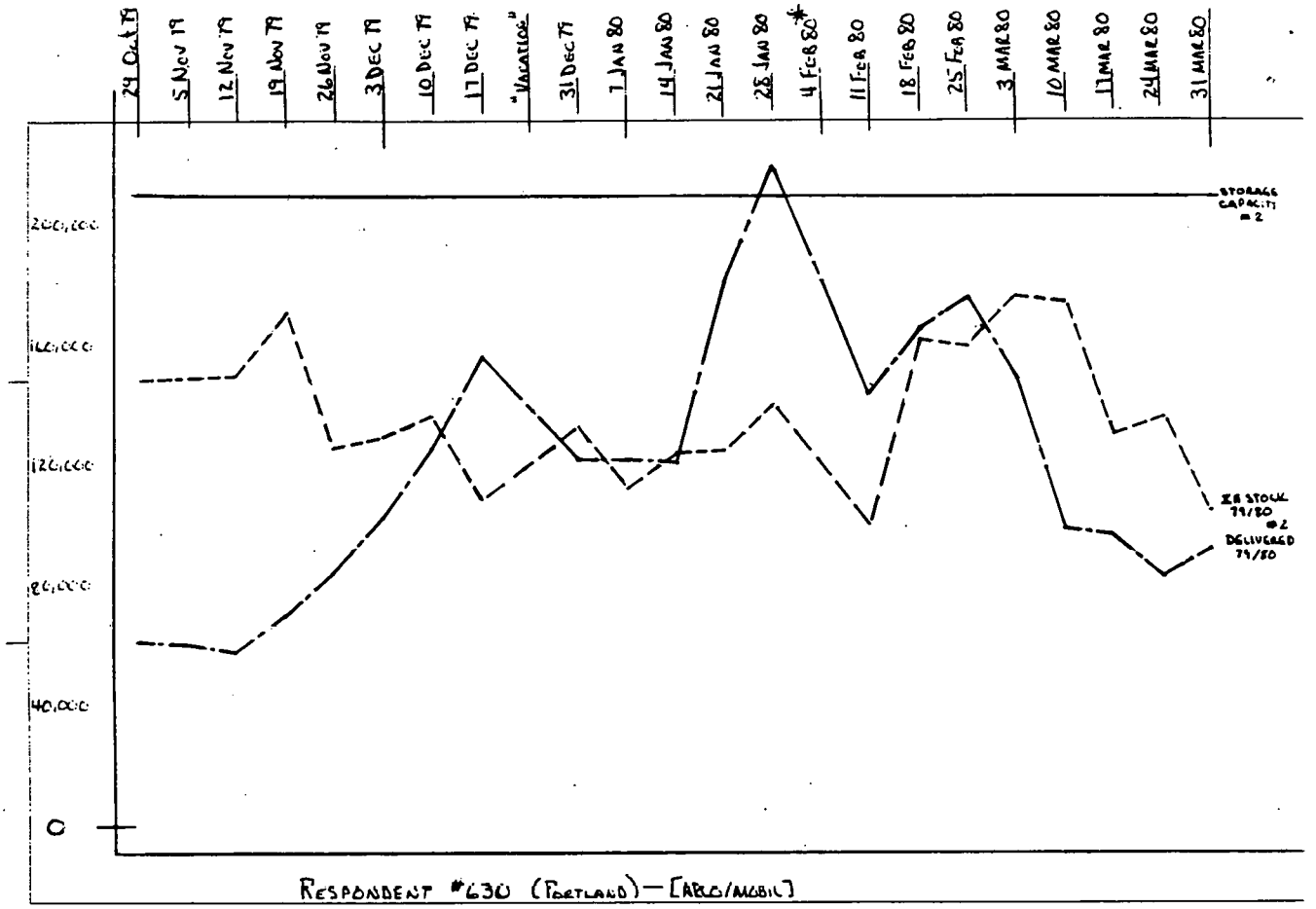


Figure -9-

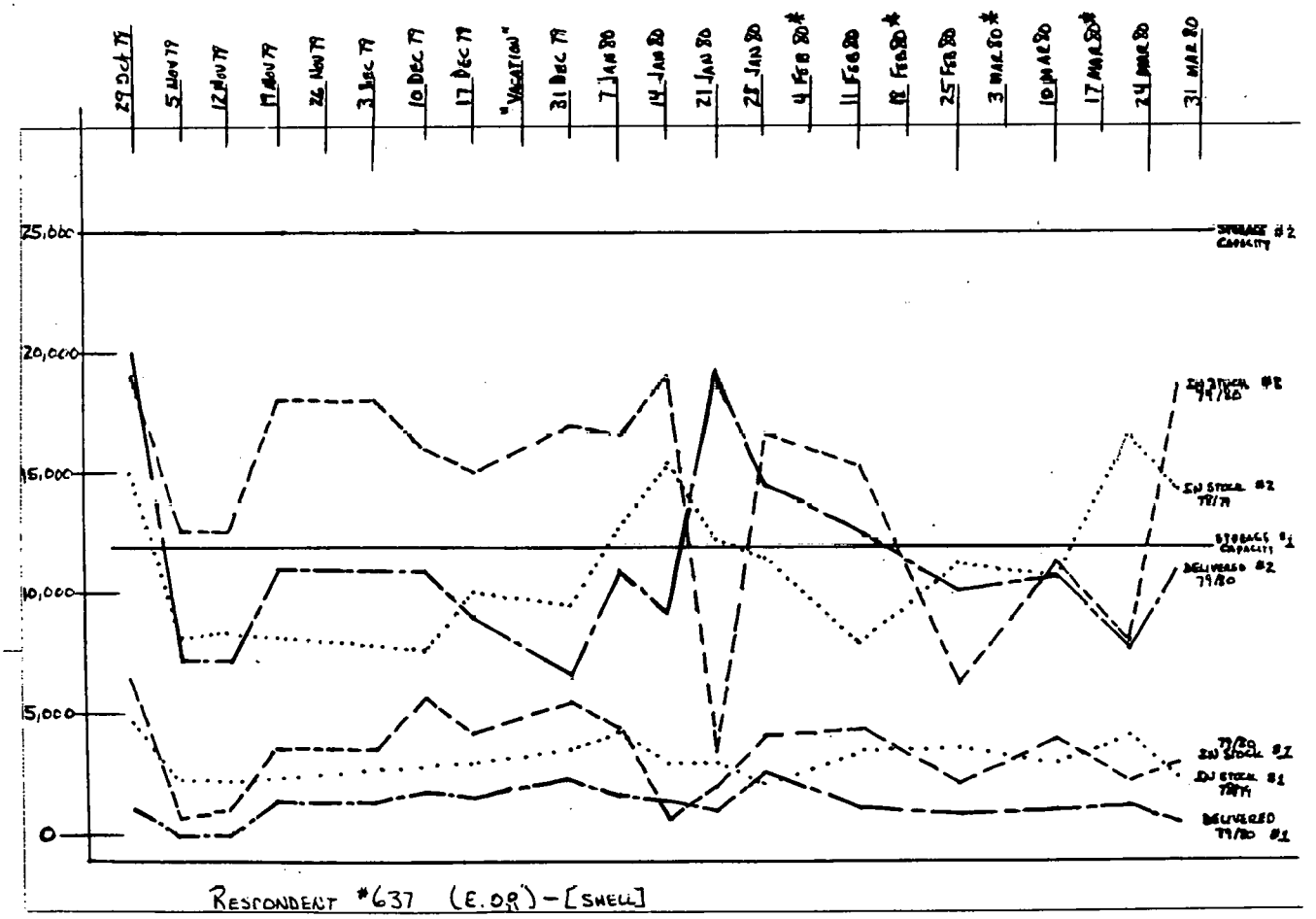


Figure -10-

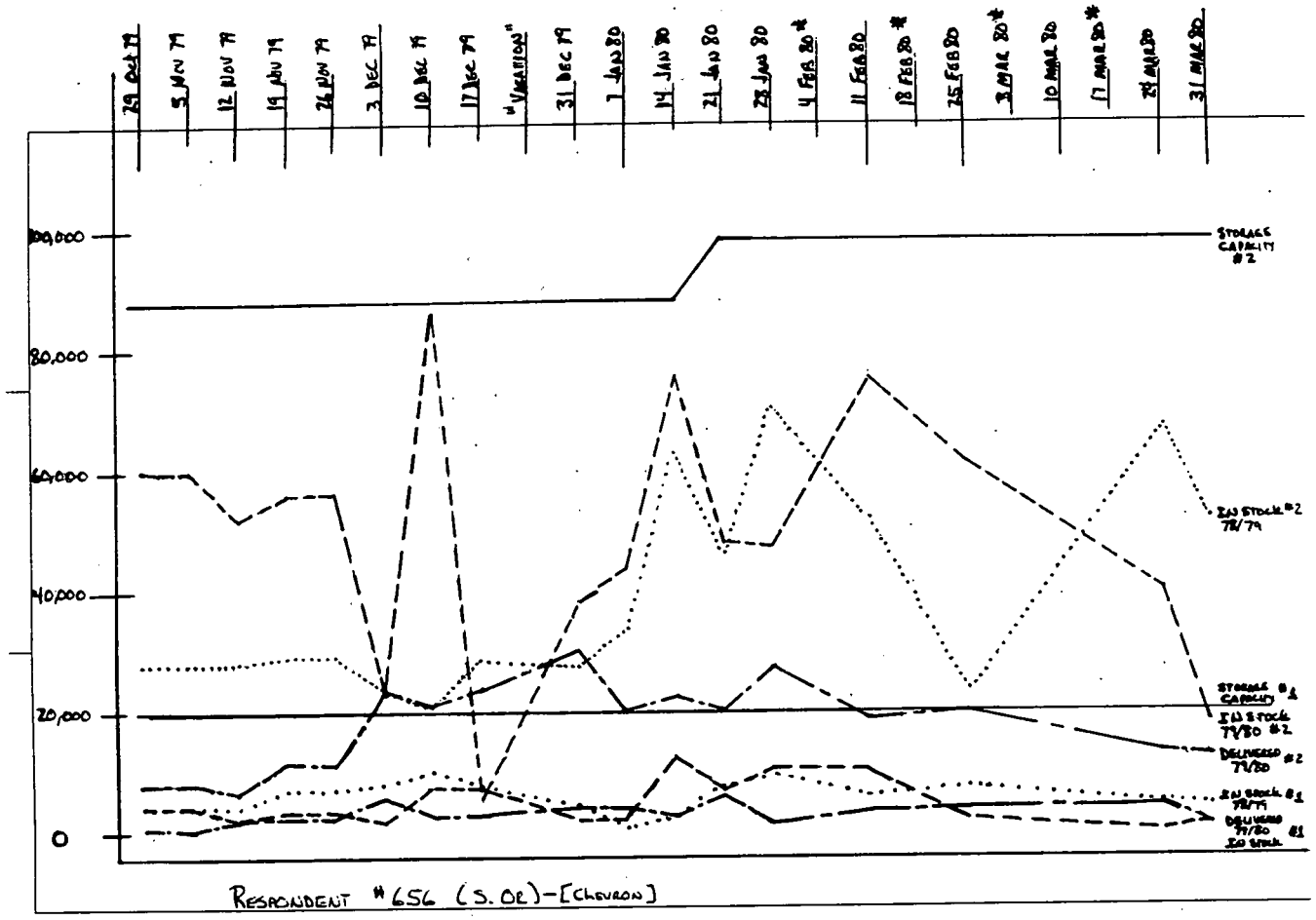


Figure -11-

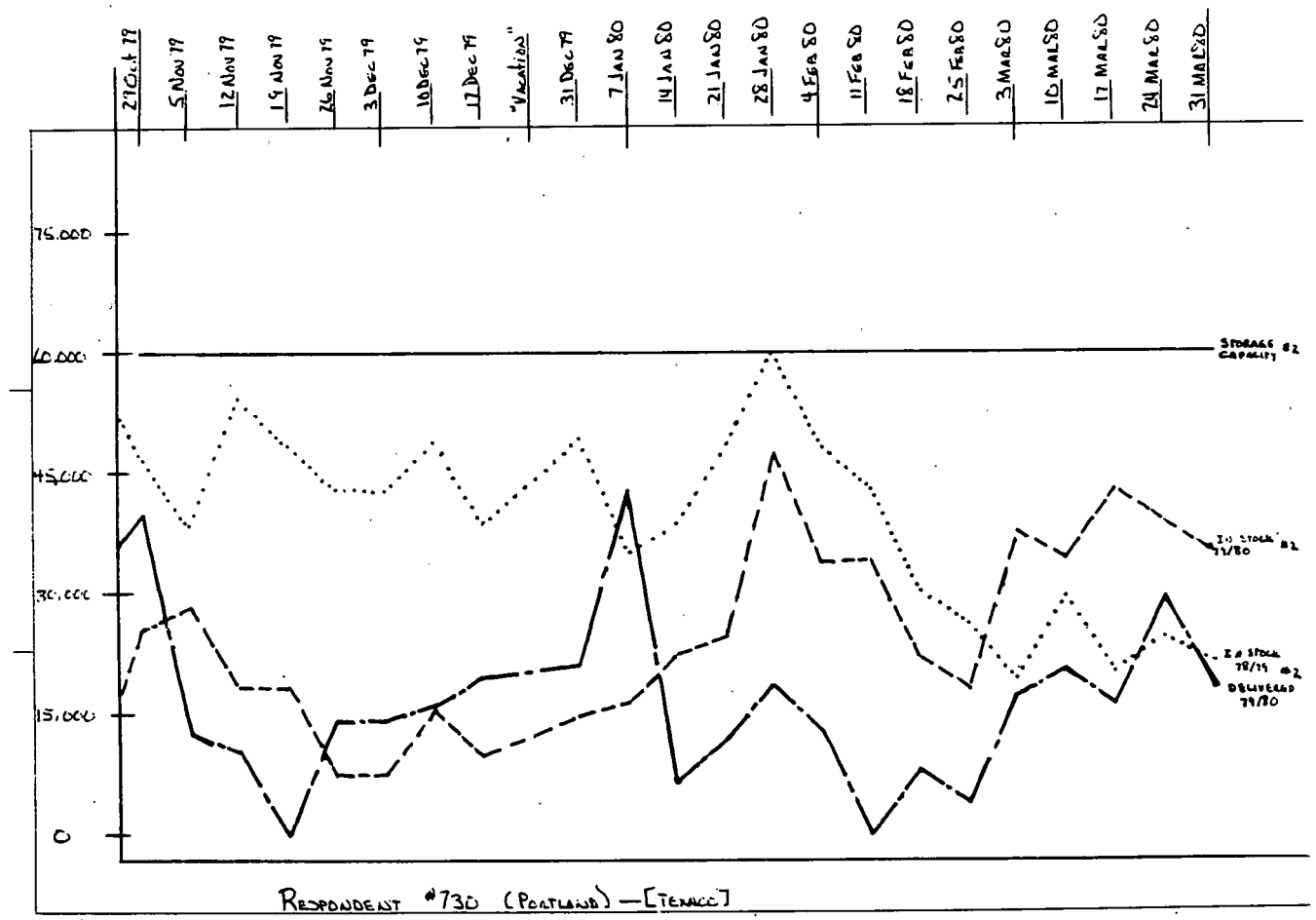


Figure -12-

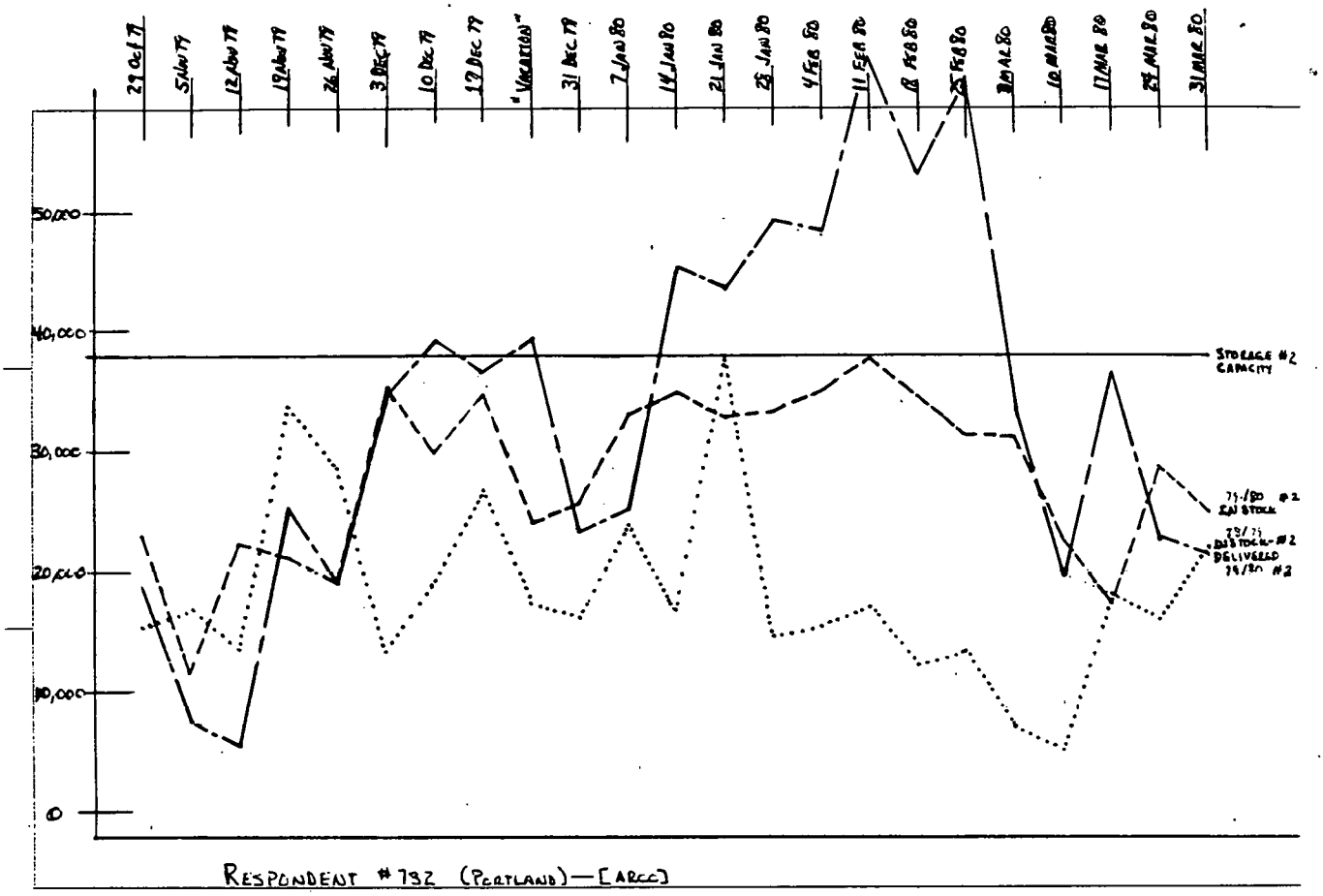


Figure -13-

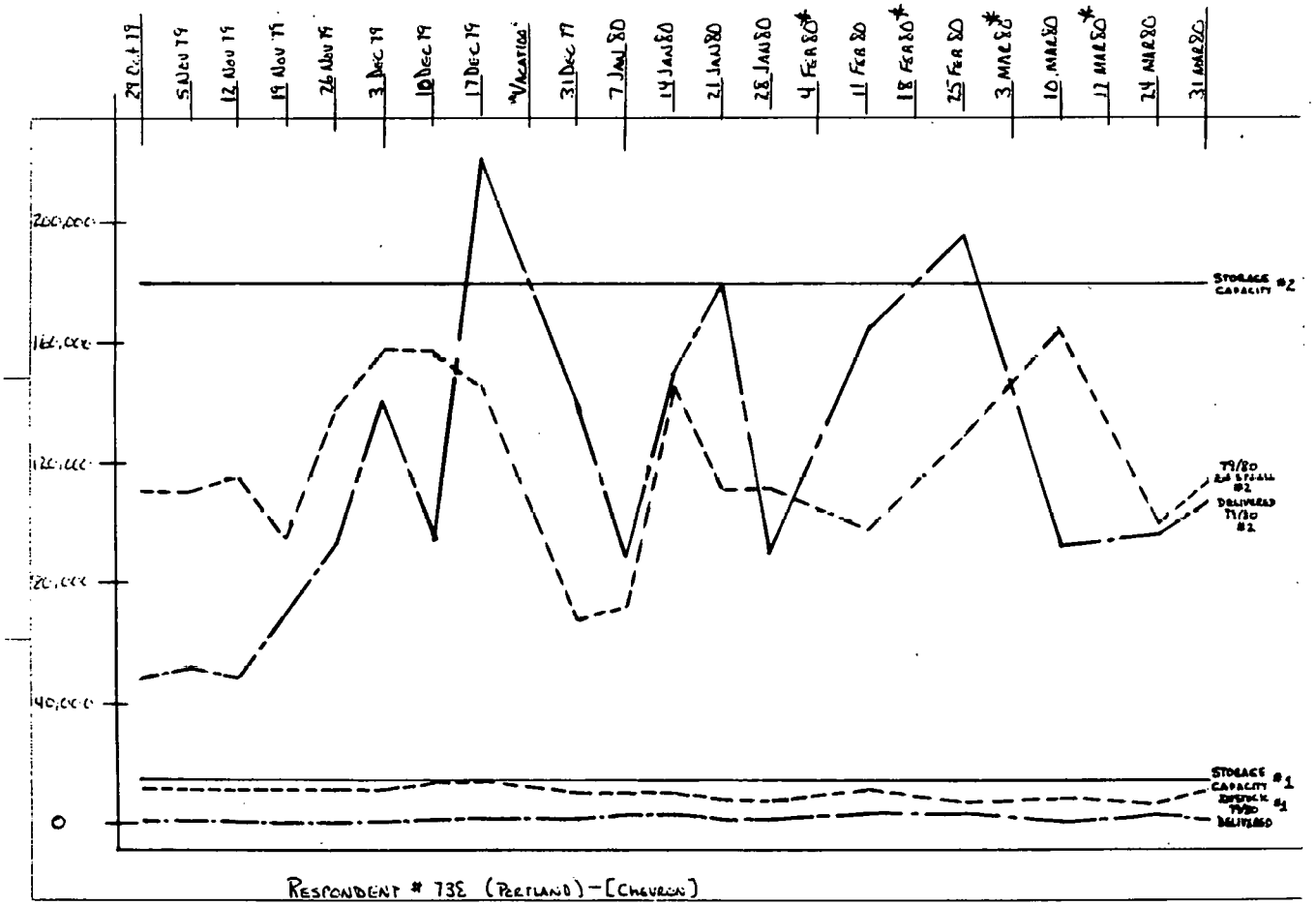


Figure -14-

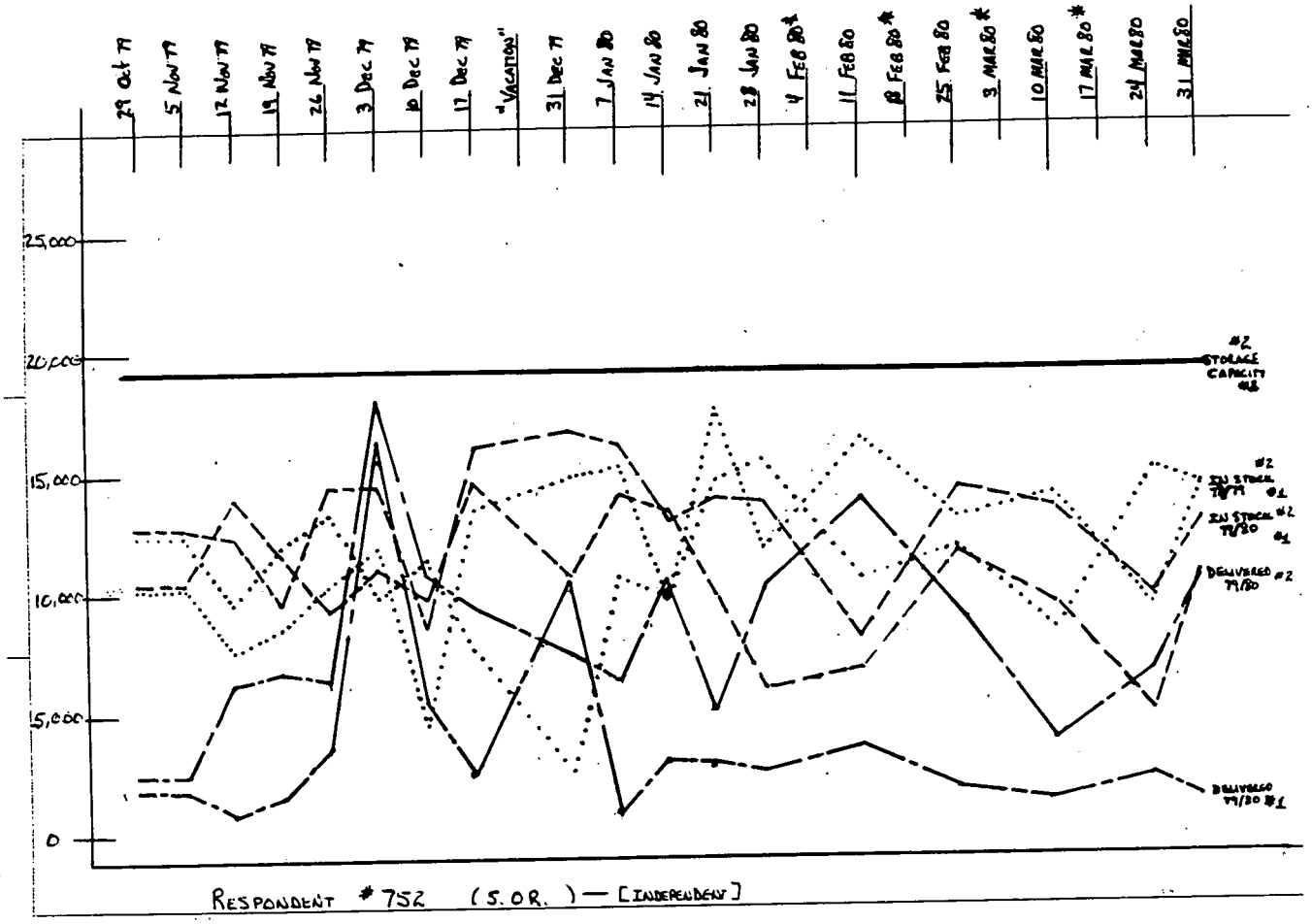


Figure -15-

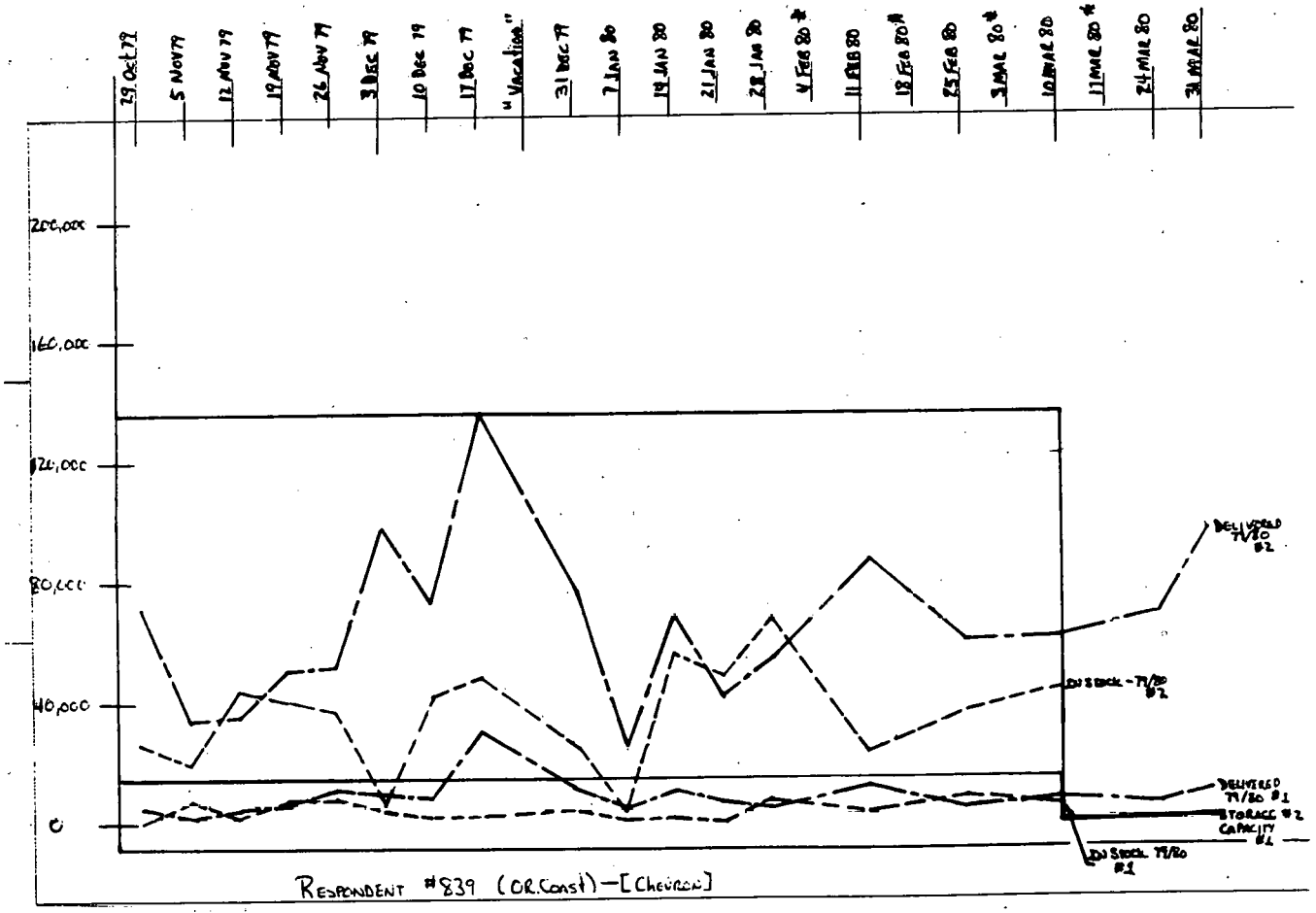


Figure -16-

APPENDIX C

STATE TOTAL CHARTS

COSTS TRACK CHARTS

Page 23 - Figure 17 - State Totals for #1 Heating Oil
Figure 18 - State Totals for #2 Heating Oil

LEGEND:

——— - ———	Gallons Delivered	79/80
- - - - - -	Gallons in Stock	79/80
————	Storage Capacity	79/80
. . . . .	Gallons in Stock	78/79

Page 24 - Figure 19 - Actual Reported Costs for Products

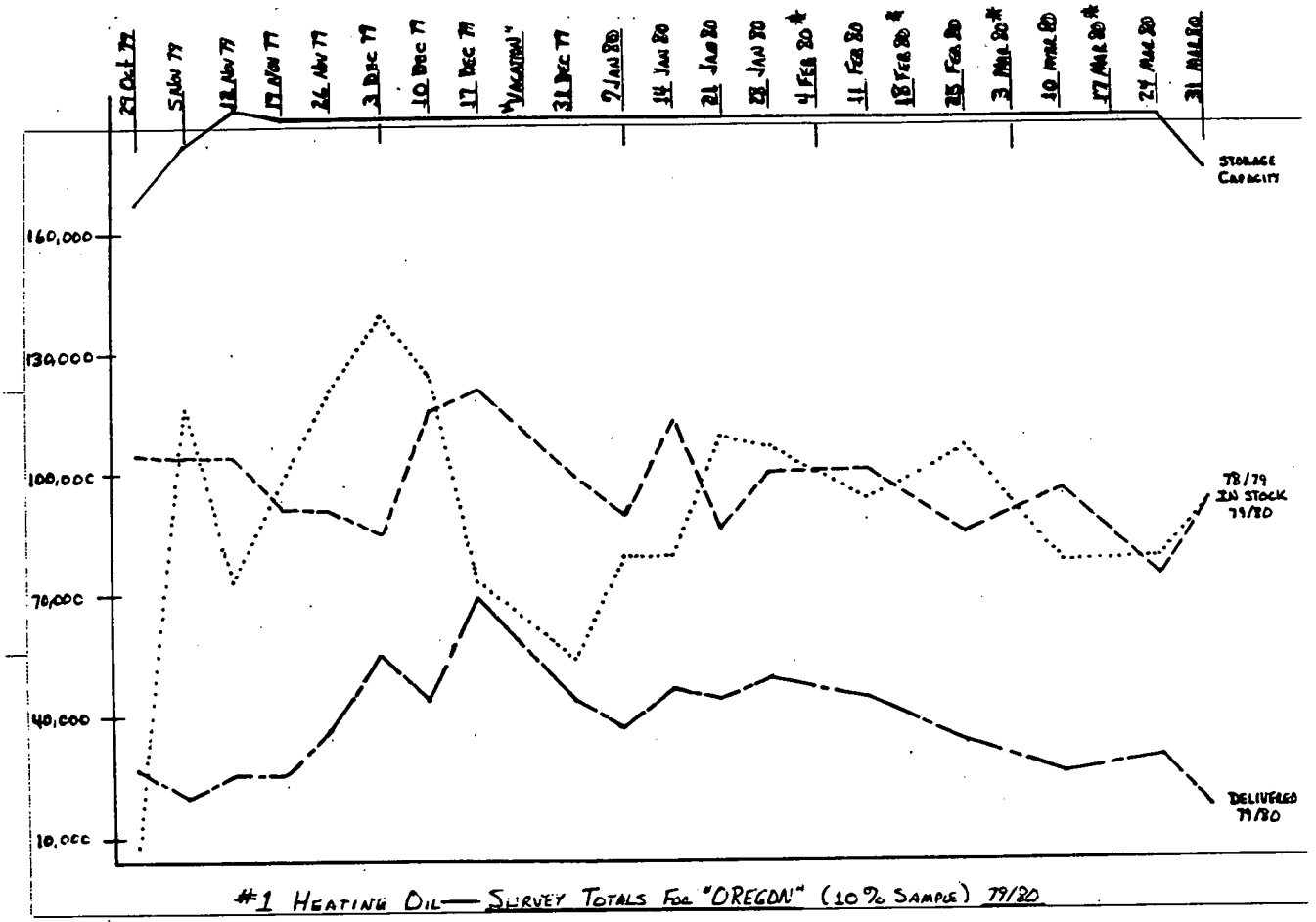
LEGEND:

△———△	Highest Delivered Price #1 Heating Oil
△——— - ———△	Average Delivered Price #1 Heating Oil
△ - - - - △	Lowest Delivered Price #1 Heating Oil
⊖———⊖	Highest Delivered Price #2 Heating Oil
⊖——— - ———⊖	Average Delivered Price #2 Heating Oil
⊖ - - - - ⊖	Lowest Delivered Price #2 Heating Oil
————	Highest Rack Price #1 Heating Oil
——— - ———	Average Rack Price #1 Heating Oil
- - - - - -	Lowest Rack Price #1 Heating Oil
⊟———⊟	Highest Rack Price #2 Heating Oil
⊟——— - ———⊟	Average Rack Price #2 Heating Oil
⊟ - - - - ⊟	Lowest Rack Price #2 Heating Oil

Figure 20 - Difference Between High and Low Prices Charged for Products

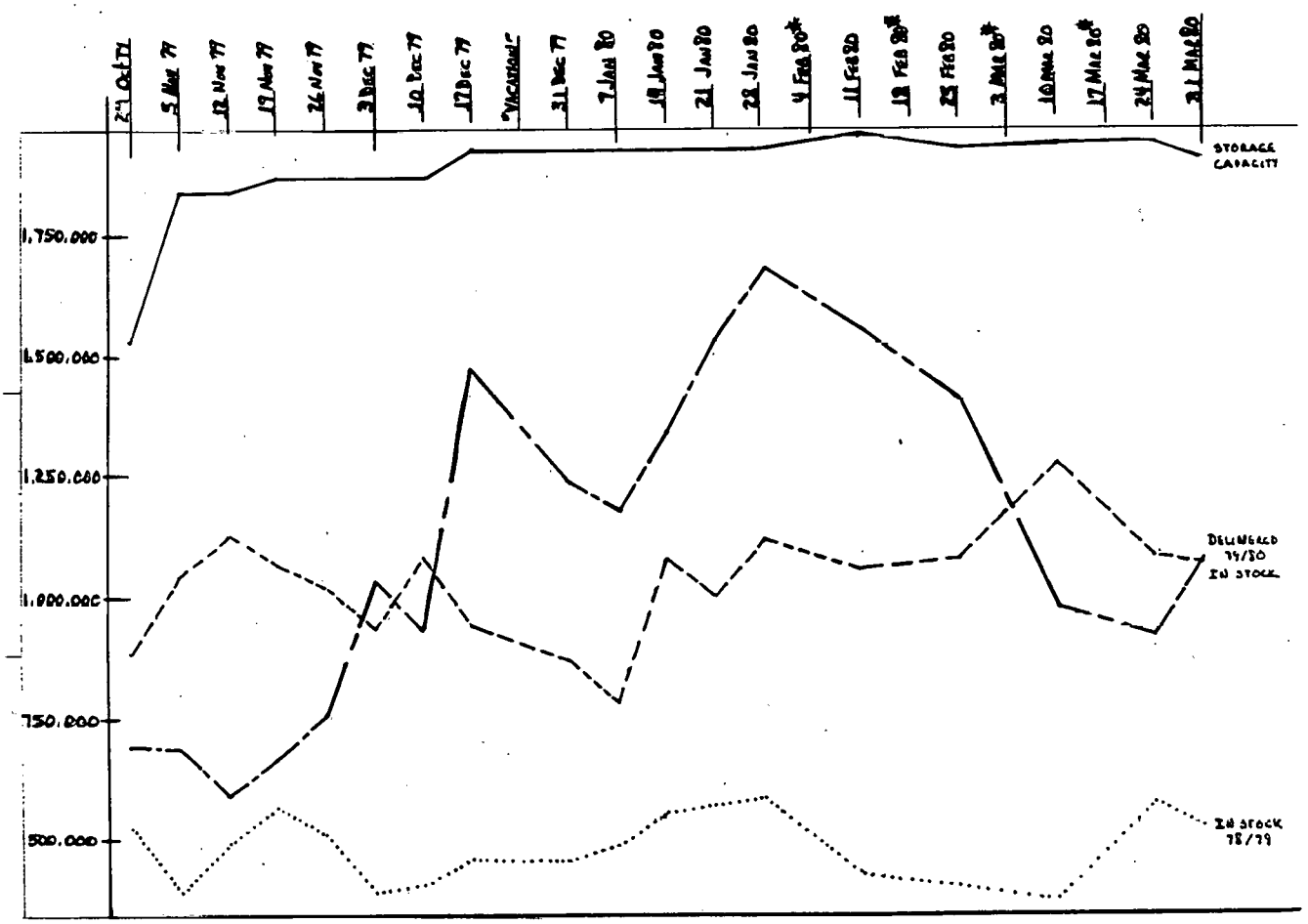
LEGEND:

——— - ———	Delivered Price Difference
- - - - - -	Rack Price Difference



#1 HEATING OIL — SURVEY TOTALS FOR "OREGON" (10% SAMPLE) 79/80

Figure -17-



#2 HEATING OIL — SURVEY TOTALS FOR "OREGON" (10% SAMPLE) 79/80

Figure -18-

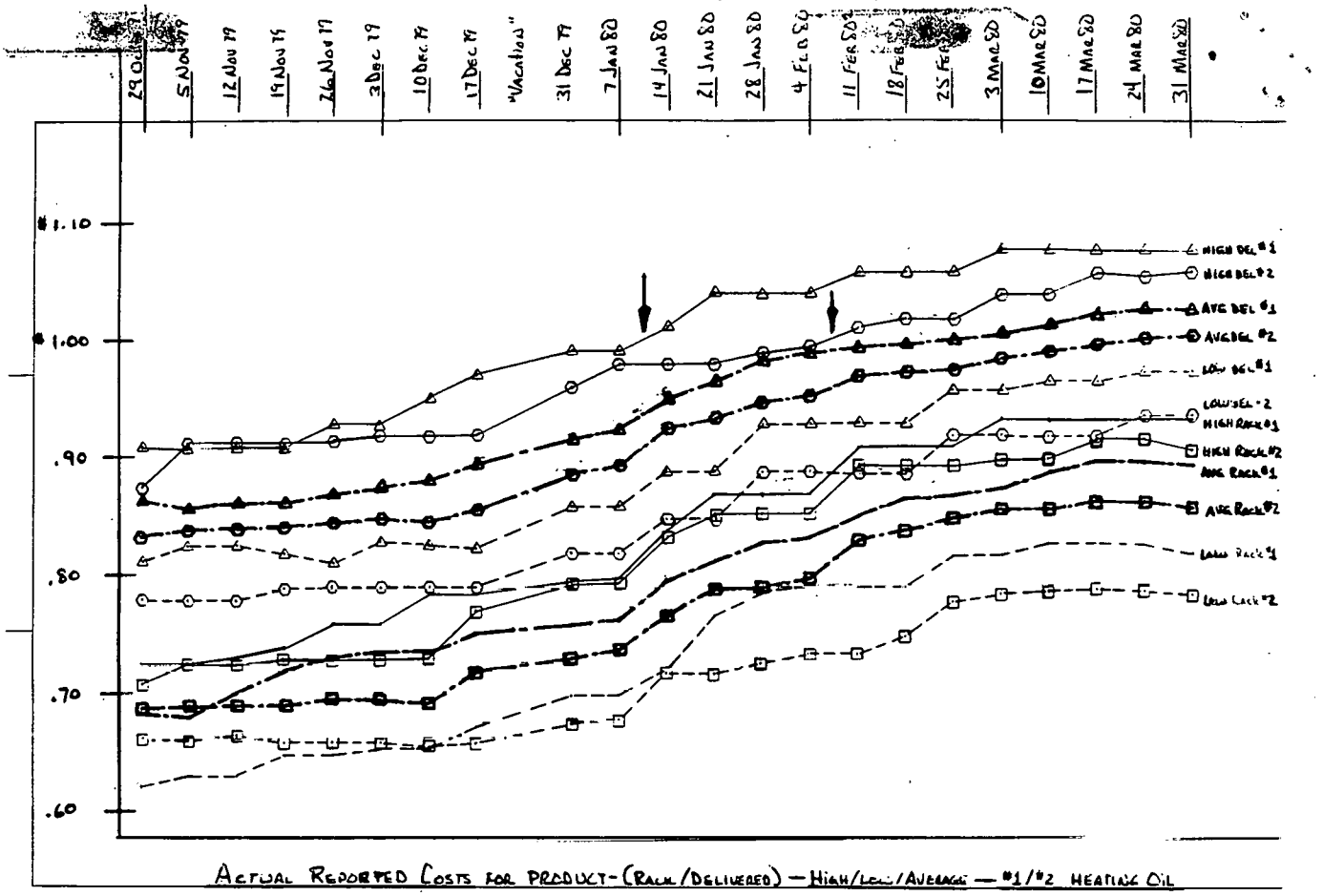


Figure -19-

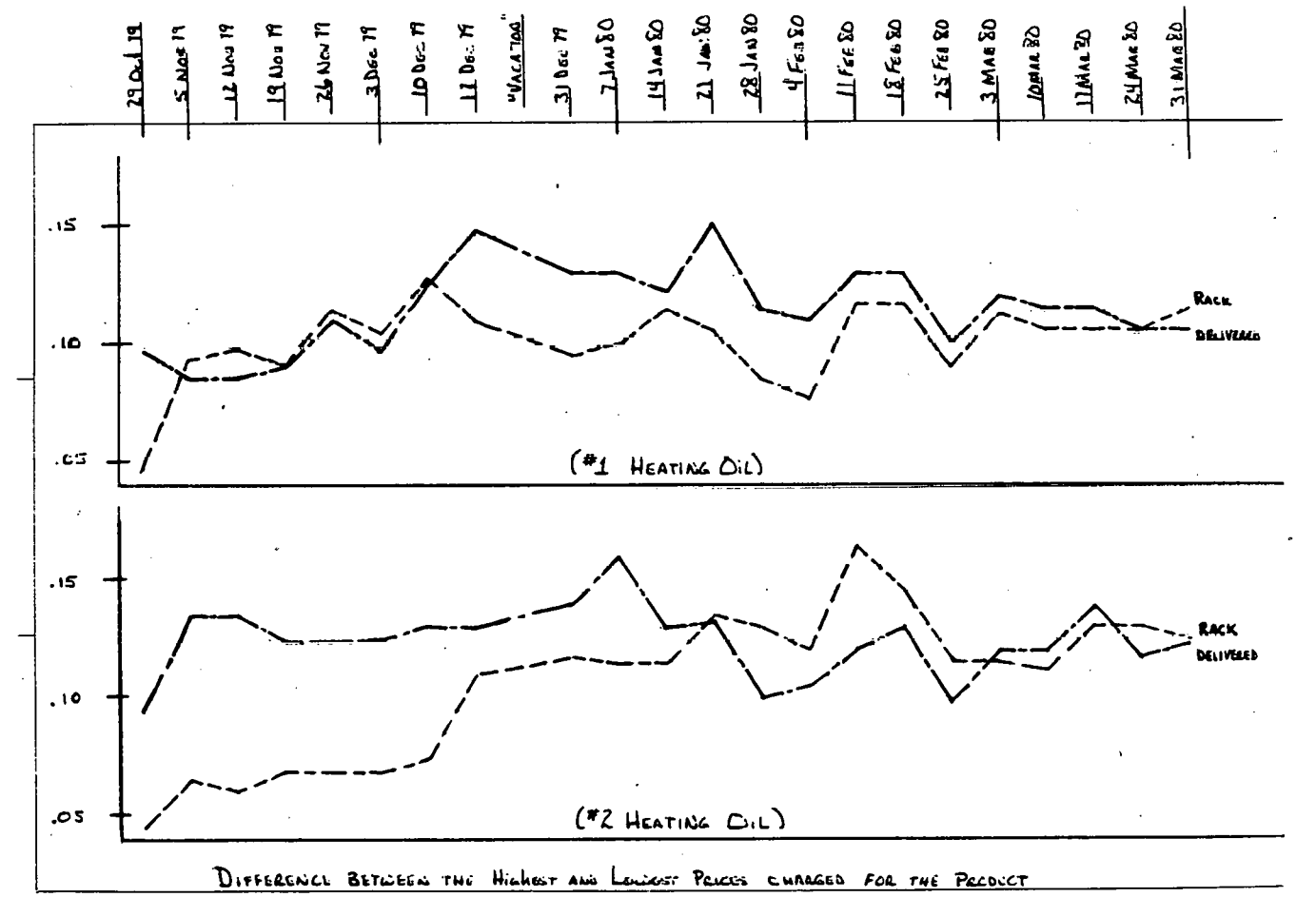


Figure -20-