

AN OVERVIEW OF DELIVERIES

FOR HEATING OIL & PROPANE DEALERS

The industry's largest delivery and dispatch study conducted by Angus Energy in 2018 and 2019, analyzing:

100 thousand dispatched routes

400 million gallons

2 million deliveries

12 million driven

20% more deliveries per hour Winter Vs. Summer



8-9 hours shift
5-6 hours active deliveries
~ 3 hours non-delivery time

35%

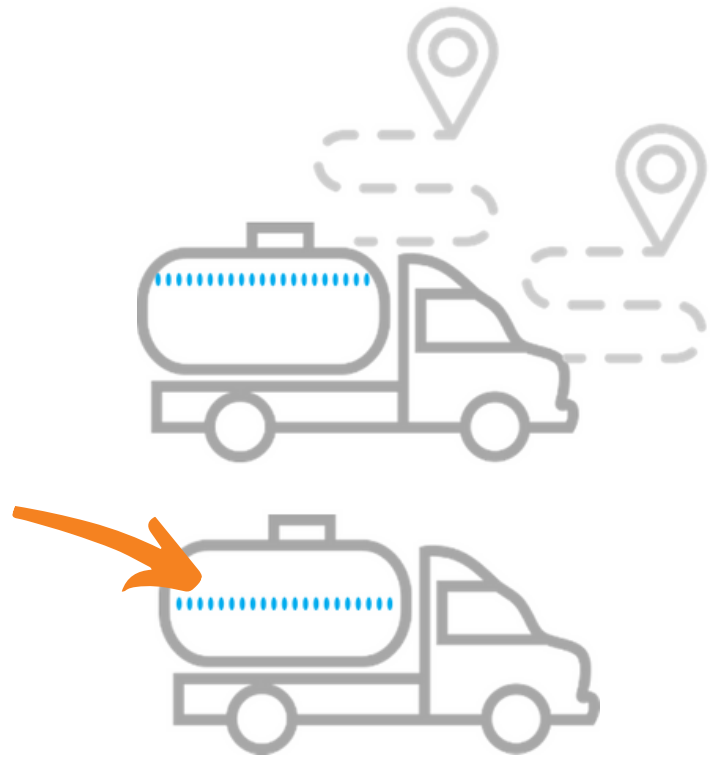
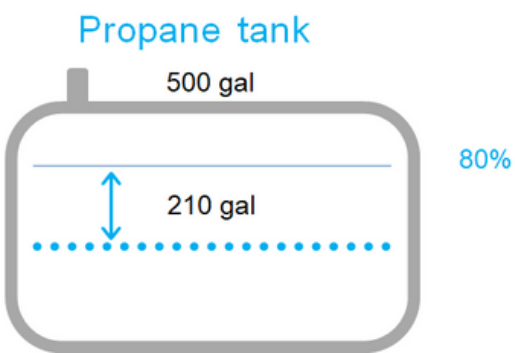
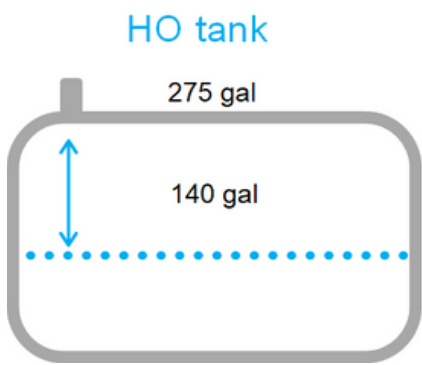


40% usage of available capacity

EXCESS CAPACITY

Average delivery is only $\frac{1}{2}$ of the tank size

End of the day: trucks coming back $\frac{1}{2}$ full



K-FACTOR DELIVERIES

~ **1/3** deliveries to High K's

K-Factor >8
34%

K-Factor 0-4
22%



K-Factor 4-8
44%



70%

of operating expenses relate directly to the delivery of fuel

Fixed costs
\$ 60,000 /truck /yr

Variable costs
\$ 600 /route

