

MAINE STATE LEGISLATURE

The following document is provided by the
LAW AND LEGISLATIVE DIGITAL LIBRARY
at the Maine State Law and Legislative Reference Library
<http://legislature.maine.gov/lawlib>



Reproduced from scanned originals with text recognition applied
(searchable text may contain some errors and/or omissions)

A PRELIMINARY REPORT TO THE
JOINT STANDING COMMITTEE ON ENERGY

THE STRUCTURE OF THE OIL INDUSTRY IN MAINE

by

Edward W. Potter

The petroleum industry in Maine is composed of approximately 15 major oil companies or suppliers, 40 distributors, and 1700 gasoline dealers. In some cases, gasoline retail service stations and outlets are owned by the various distributors. In 1974, the State of Maine collected more than \$40,000,000 in revenue from the gasoline excise tax levied at a rate of .09¢ per gallon, and \$370,565 revenue from the corporate income tax levied on the major oil companies and distributors. By applying presently posted prices for various types of fuel oil to the 1974 consumption rate, 12 major oil companies ^{Received} earned in excess of \$700,000,000 from oil sales in Maine in 1974.

Statistics indicate that more oil is being consumed in Maine in 1975 than in 1974. Gasoline consumption between January and May of 1975 is 6.3 percent greater than that which was consumed in the same five month period in 1974. Projecting the rate of total oil utilization in Maine through December, 1975, based on the utilization rate of the first five months of the year, the State will consume roughly 2.5 percent more oil in 1975 than it did in 1974. The basic increase appears to be in gasoline consumption along with a slight increase in the use of #2 heating fuel oil. Gasoline comprises 30.2 percent and #2 heating fuel oil comprises 25.2 percent of the total amount of oil consumed in Maine.

There has been a major decrease of nearly 75 percent in the use of #5, #6 fuel oil consumed by the utilities. There has also been a dramatic drop of 75 percent in the consumption of #6 non-utility heating fuel oil which is used primarily by industry, municipal buildings and schools. The utilities may be using more nuclear power than was used in 1974 which would account for the 75 percent reduction in the use of #5, #6 utility fuel oil.

A tentative hypothesis, based on the wholesale gasoline market in Maine, is that the oil needs of Maine are being met by a very small number of major oil companies, primarily by 5 firms, which also distribute as well as supply most of the oil in the State. Furthermore, the elimination of the oil depletion allowance and the emphasis of the major oil companies upon economy of operation indicates that three or four major oil companies will supply the state in the near future. By the very nature of the supply and distribution system, a very small number of firms control the entire petroleum market in Maine and the market will become more concentrated in the future. The concentration of the market, the increasing demand for oil, and the diminishing supply of oil could produce serious repercussions on the Maine economy.

According to the American Petroleum Institute, an industrial association, the 25 leading oil companies in the nation have experienced profit declines of approximately 35 percent in 1975 compared to 1974 net earnings. The profit declines along with the removal of the oil depletion allowance has caused the major oil companies to consolidate their operations and to concentrate

their activity in high volume areas. As a result, companies will withdraw from areas or regions in which their volume of business is small compared to other firms (e.g., Philips Oil Company) and leave a smaller number of corporations in control of the oil market.

Maine is an example of an area in which the oil market is becoming increasingly concentrated. Five multi-national oil companies supply roughly 65 percent of all the gasoline consumed in the state, and two firms (Texaco and Mobil) provide nearly all the heavy oil used by industry, municipal buildings, and the utilities in Maine. According to Mobil officials, the Mobil Oil Corporation is in the process of withdrawing from the heavy oil sector of the oil market, and Texaco will become the principal seller of heavy oil in Maine.

The wholesale gasoline distribution market is a classic example of a market controlled by a few firms. 9 major oil companies (Tables 2 and 3) distribute 68 percent of the total gasoline distributed throughout Maine, and 40 non-major oil firms account for the remainder. Of the 40 non-major oil companies, 7 firms provide 20 percent of the gasoline or two-thirds of the remainder. Thus, the major oil companies which refine all the gasoline also control the wholesale market in the state. In addition, a very small number of non-major oil company distributors exercise significant influence in the market place, but their influence may be greater in the retail marketing of gasoline than in the wholesale market.

It is very difficult to assess the retail gasoline market in Maine. There are very few figures available in regard to the ownership of the 1700 retail service stations and gasoline outlets in Maine. The only statistics that are readily available show that the major oil companies own and operate 9 retail service stations in Maine. The number of retail outlets owned by distributors, independent companies, or by individuals is presently unknown. The information is available, but it requires considerable research.

In regard to the ownership and operation of the retail gasoline market, spokesmen for the Pine Tree Gasoline Retailers Association, composed of gasoline dealers throughout the State, speculate that the number of individually owned or operated retail gasoline service stations and outlets in Maine is diminishing and that a few large firms will control the retail market in the future.

Some dealers point out that some of the larger distributors in the State are purchasing existing service stations or constructing self-service gasoline outlets and retailing gasoline at a lower price than the price that is charged to the dealer. As a result, a distributor-owned station may sell gasoline for as much as 5¢ per gallon less than the same brand of gasoline that is sold by another dealer. In addition, the major oil companies have announced that retail outlets which sell less than 20,000 gallons per month will no longer receive supplies in the fall. As a result, not only will the number of stations be reduced, but, according to the

dealers' association, rural areas will have inadequate gasoline retail outlets.

In addition to the expected reduction in the number of retail gasoline service stations and outlets, the gasoline dealers speculate that the number of distributors will also decline. They point to the fact that large non-major oil company firms are buying smaller distribution firms. Thus, the wholesale and retail gasoline markets will become monopolized by a few firms.

Table 5 points out that there are significant differences in the price of the same brand of gasoline between geographical regions of the State. It is also significant that the same differential exists between the retail outlets with the same brand of gasoline in each geographical region. There are several possible explanations for the differentials. A service station that may lose its supply because of low volume sales may reduce the price of gasoline to sell a larger volume. Distributor-owned outlets may also be selling gasoline for lower prices than dealer-owned or leased stations are able to charge. Price differentials also depend upon the source of oil (old oil, new oil, foreign oil) and the operating costs of the oil companies.

The average dealer margin is 10¢ per gallon. Many dealers, however, are narrowing their margin to 3 or 5¢ per gallon to either increase or save their business.

The price of gasoline is based on the May 15, 1973 price of gasoline when it became regulated by the Cost of Living Council and later, the Federal Energy Administration (FEA). In March, 1974, the FEA increased the dealer margin from 7¢ to 10¢ per gallon to offset increased operating costs and reduced sales. While the price of gasoline will vary between brands because of the differences that existed in May, 1973, the average dealer purchases his or her product for a price that ranges between 50 and 53¢ per gallon.

The price of gasoline has risen approximately 21¢ per gallon since the energy crisis commenced more than 2 years ago. In Maine, the 21¢ per gallon price increase cost consumers more than \$100,000,000. For every 10¢ per gallon increase, the consumer pays an additional \$50,000,000. The total consumer costs are based on a fixed cost/consumption ratio. For example, a per gallon price of \$1.00 for gasoline will cost Maine consumers an additional \$560,000,000, which is based on the same consumption level which presently exists.

While the price of gasoline has increased nearly 60 percent between May 1973 and August 1975, #2 fuel oil has increased in price more than 100 percent for the same time period. Since the consumption of #2 fuel oil was 17 percent less than the amount of gasoline that was consumed in Maine in 1974, the additional cost of price increases to #2 fuel oil consumers since 1973 has been roughly \$83,000,000. The average rate of price increases for gasoline and #2 fuel oil between 1973 and 1975 is approximately 75 percent.

Table 6 shows that there is very little variation in price between heating oil distributors within and between geographical regions of the state. In general, the price of #2 fuel oil is higher in Northern Maine than in Southern Maine because of higher transportation-distribution costs.

The significant difference between the #2 fuel oil retail market and the retail gasoline market in Maine may possibly be attributed to the more intense competition that exists in the gasoline market than exists in the #2 fuel oil market. While there are 1700 retail gasoline outlets in Maine, there are roughly 25-30 heating oil distributors in the state.

While many retail gasoline dealers are netting 5 cents per gallon of gasoline sold, heating oil distributors, according to the fuel allocation office, are probably receiving their full margin which is approximately 8¢ per gallon. The heating oil market, therefore, appears to be more concentrated in structure than the gasoline market.

CORPORATE INCOME TAXES

Total estimated oil sales in Maine, for 1974, were approximately \$700,000,000. Gasoline excise tax revenue along with corporate income tax revenue derived from the oil distributors and major oil companies were roughly \$42,000,000 or 6 percent of the total estimated oil sales in Maine in 1974. The gasoline excise revenue comprised 99 percent of the total tax revenues derived

from the gasoline and corporate income taxes. Corporate income tax revenue derived from the major oil companies comprised 13 percent of the total corporate tax revenue derived from both the major oil companies and the oil distributors in the state. The major oil companies provided 0.32 percent of the total corporate tax revenues received in 1974, and the oil distributors in the state (excluding the major oil companies) provided 2.85 percent of the total corporate tax revenues received in 1974.

It is difficult to use corporate income tax revenues to measure profits or to predict future income trends because corporate taxes are subject to significant changes annually. Corporate income taxes are based on federal income tax returns. A multi-state or multi-national corporation pays a tax based on its federal income tax and the percentage of its sales derived from the State of Maine. It is possible that a national corporation could realize a net profit from all of its operations across the nation, experience a loss in the State of Maine, and still pay a Maine corporate income tax based upon its percentage of sales in Maine.

On the other hand, a national corporation could earn substantial profits from its Maine operation, experience a net loss in all other operations, and not pay a Maine corporate income tax. In addition, according to Maine corporate income tax provisions, a corporation can spread its losses over a three year period prior to and a 5 year period following the year in which the loss occurred. As a result, the State of

Maine often refunds previously paid taxes to firms which experienced net losses. Thus, corporate tax revenues derived from the major oil companies and distributors for the years 1972-1974 are subject to change and dependent upon the firms' profitability for the next three years.

According to Table 7.5, which describes the percentage of corporate income taxes paid by the major oil companies, based upon the firms' share of the gasoline market, the major oil companies are much less financially healthy than the non-major oil distribution firms operating in Maine. Table 7.5 indicates that the major oil companies may rank in the lowest income categories which are taxed in Maine while many non-major oil distribution firms may rank in the middle income categories above the major oil companies. Thus, the non-major oil firms in Maine provide much more of the income derived from gasoline excise and corporate income taxes than the major oil companies.

APPENDEK

TABLE 1

OIL CONSUMPTION IN MAINE
1974 - 1975

TYPE OF OIL	NUMBER OF BARRELS		NUMBER OF GALLONS	
	1974 JAN - DEC	1975 JAN - MAY	1974 JAN - DEC	1975 JAN - MAY
Gasoline	12,619,851	4,708,597	530,033,742	197,761,074
#2 Fuel Oil	10,513,982	5,631,728	441,587,244	236,532,576
Kerosene	1,839,705	815,447	77,267,610	24,248,774
Propane	793,238	366,266	33,315,996	15,383,172
#4 Residual Non-utility*	225,330	127,426	9,463,860	5,351,892
#6 Residual Non-utility*	10,891,376	3,404,385	457,437,792	142,984,170
Bunker Sea**	1,204,075	1,303,445	50,571,150	54,744,690
#5, #6 Fuel Oil for utilities	3,665,130	955,243	153,935,460	40,120,200
No Lead		350,174		14,707,308
Aviation		16,703		701,520
Jet Fuel		131,037		5,503,554
TOTAL	41,752,687	17,810,451 Projected thru Dec. 75	1,753,612,854	748,038,942 Projected thru Dec. 75
		42,745,082		1,795,293,460

* #4, #6 Residual fuel oil (non-utility) is used in large residential apartment complexes, municipal buildings, schools and industry.

** Bunker Sea oil is a very heavy heating fuel used by industry.

TABLE 2

GASOLINE DISTRIBUTORS IN MAINE AND THEIR SHARE OF THE DISTRIBUTION MARKET

MAJOR OIL COMPANY AS DISTRIBUTOR	PER CENT OF WHOLESALE DISTRIBUTION MARKET	MAINE DISTRIBUTION FIRMS	PER CENT OF WHOLESALE DISTRIBUTION MARKET
GULF OIL CO.	12.12%	DEAD RIVER CO.	4.72%
MOBIL OIL CO.	10.70%	WEBBER OIL CO.	3.75%
(British ASTROLINE Petroleum)	10.46%	REGINALD GREENLAW	3.48%
TEXACO OIL CO.	7.88%	D. W. SMALL AND SONS INC.	2.10%
EXXON OIL CO.	7.08%	NORMAN E. WHITNEY INC.	2.10%
CITIES SERVICE	5.30%	T-M OIL CO. INC.	2.00%
CHEVRON OIL CO.	5.23%		
SHELL OIL CO.	4.51%		
SUN OIL CO.	4.23%		

TABLE 2.5

PERCENTAGE OF GASOLINE SUPPLIED BY THE MAJOR OIL COMPANIES IN MAINE: 1974

OIL COMPANY	PERCENTAGE OF MARKET	OIL COMPANY	PERCENTAGE OF MARKET	OIL COMPANY	PERCENTAGE OF MARKET
EXXON	15.5%	MOBIL	10.9%	CHEVRON	5.5%
GULF	14.0%	AMOCO	9.5%	SUN OIL	5.1%
BRITISH PETROLEUM	12.0%	SHELL	9.1%	GETTY	3.0%
TEXACO	11.0%	CITGO	6.4%	AGWAY	1.0%

TABLE 3

GASOLINE DISTR. SORS IN MAINE
GALLONAGE DISTRIBUTED AND
EXCISE TAX REVENUE

Gas. Distributors and Importers	Brand of Gas	Gal. Distribu- ted in 1974	Taxes Paid in 1974	Gal. Distribu- ted in 1975- Jan-June	Taxes Paid in 1975-Jan-June	% of dis- tribution 1974	% distri- bution 1975-
ACE OIL	BP	2,418,109	\$218,744.01	1,360,092	\$122,408.28	0.45%	0.55%
AGWAY	Agway	6,748,523	\$607,457	3,216,753	\$289,50.77	1.25%	1.31%
AMOCO		3,768,183	\$339,136.47	1,301,333	\$117,119.97	.7%	.53%
BARROSTOOK PETROLEUM	Sunoco	2,572,814	\$231,555.69	991,336	\$ 89,220.24	.48%	.40%
BOSTON STROLINE	BP	47,083,699	\$4,237,532.91	25,628,597	\$2,306,573.73	8.78%	10.46%
ATLANTIC RICHFIELD		44,444	\$3,999.96	20,957	\$1,886.13		
ATLANTIC TERMINAL		11,200	\$1,008.00				
W.L. BAILY	Amoco	762,093	\$68,588.37	536,827	\$48,314.43	.14%	.22%
W.P. OIL CORP	BP	2,145,664	\$193,109	1,218,590	\$109,673.10	.40%	.50%
WILLS OIL	Texaco	3,696,234	\$332,661.06	1,790,469	\$161,142.21	.68%	.73%
W.N. BROWN CO.	Gulf	1,676,198	\$150,857.82	1,200,000	\$108,000	.3%	.49%
WUTLER OIL CO.	Citgo	2,532,531	\$227,927.79	924,140	\$ 83,172.60	.47%	.37%

Gas Distributors and Importers	Brand of Gas	Gal. Distribu- ted in 1974	Taxes Paid in 1974	Gal. Distribu- ted in 1975- Jan.-June	Taxes Paid in 1975-Jan-June	% distri- bution 1974	% distri- bution 1975
CARTER INC.	Amoco	2,292,994	\$206,369.46	1,432,964	\$128,966.76	.43%	.58%
CHEVRON		29,033,619	\$ 2,613,025	12,859,614	\$1,157,365.26	5.4%	5.23%
CITIES SERVICE		25,998,246	\$2,339,842.14	12,993,243	\$1,169,391.87	4.85%	5.30%
COLEMAN OIL	Amoco	1,657,467	\$149,172.03	693,680	\$ 62,431.20	.31%	.28%
COLWELL BROS.		77,151	\$ 6,943.59	29,130	2,621.70	.01%	.01%
DAIGLE OIL	Chevron &Shell	4,171,404	\$375,426.36	1,566,812	141,013.18	.77%	.64%
DEAD RIVER CO.	Exxon	23,777,740	\$2,139,996.60	11,567,837	1,041,105.33	4.43%	4.72%
LOUIS DROUIN, INC.		51,682	\$4,651.38				
DUBE AND MURPHY	Exxon	61,950	\$5,575.50	22,498	2,024.82		
EXXON		37,989,045	3,419,014.05	15,372,277	1,383,504.93	7.08%	6.27%
FARMINGTON OIL	Shell & Texaco	4,059,525	363,357.25	1,765,937	158,934.33	.75%	.72%
FIRELINE PETROLEUM	Independent	344,482	31,003	388,009	34,920.81	.06%	.16%
ROLAND GENTHNER	Citgo	1,160,543	104,448.87	477,100	42,939	.21%	.19%

Gas. Distributors and Importers	Brand of Gas	Gal. Distribu- ted in 1974	Taxes Paid in 1974	Gal Distribu- ted in 1975- Jan.-June	Taxes Paid in 1975-Jan. June	% subscri- ption 1974	% distr bution 1975
------------------------------------	-----------------	-------------------------------	-----------------------	--	---------------------------------	-----------------------------	---------------------------

GULF OIL		64,971,925	5,847,473.25	33,267,484	2,994,073.56	12.12%	13.5%
ED HOLT	Sunoco	3,886,989	349,829	1,647,018	148,231.62	.73%	.6%
HASKINS OIL	Exxon	999,704	89,973.36			.18%	
INDUSTRIAL PRODUCTS	Mobil	2,020,815	181,873.35			.37%	
IRVING OIL	Irving	355,788	32,020.92	151,471	13,632.39	.06%	.0%
JIMMY'S GAS STATIONS	Texaco	2,384,064	214,565.76	1,008,977	90,807.93	.44%	.4%
JOHNSON'S PRODUCTS OF MAINE	Top Gas	8,352,477	751,722.93	3,306,587	297,592.83	1.55%	1.3%
W.H. KNIGHTLY	Texaco	1,570,506	141,345.54	840,461	75,641.49	.29%	.3%
LOCKE DISTRIBUTING	Mobil	771,117	69,946.53	311,187	28,006.83	.14%	.1%
MAIBEC LOGGING		15,139	1,362.51				
ME POTATO GROWERS		2,005,319	180,478.71	1,071,279	97,315.11	.37%	.4%
MCLOON OIL	Shell	5,265,647	473,908.23	2,278,456	205,061.04	.98%	.9%
M OBIL OIL		57,393,202	5,165,388.18	23,105,937	2,079,534.33	10.70%	9.4%

Gas. Distributors and Importers	Brand of Gas	Gal. Distribu- ted in 1974	Taxes Paid in 1974	Gal Distribu- ted in 1975 Jan-June	Taxes Paid in 1975-Jan June	% distri- tution 1974	% dist butio 1975
MUNSEY OIL	Amoco	772,159	69,494.31	396,714	35,704.26	.14%	.16
MUTUAL OIL	BP	1,295,866	116,627.94	113,176	10,185.84	.24%	.04
NORTHEAST PETROLEUM CORP	Independent	1,679,772	151,179.48	1,440,666	129,659.94	.31%	.59
NUGENT MOTOR CO.		14,222	1,279.98	6,265	563.04		
PORT OIL CORP	Independent	663,879	59,749.11	360,535	32,448.15	.12%	.14
SHELL OIL		24,167,090	2,175,038	9,237,910	831,411.90	4.51%	3.77
B.H. SLIPP & SON	Amoco	434,236	39,081.24			.08%	
D.W. SMALL & SONS	Texaco &Shell	11,286,206	1,015,758.54	5,063,016	455,671.53	2.10%	2.06
STONE & COOPER	Amoco	5,128,479	461,563.11	2,887,969	259,917.21	.95%	1.18
SUN OIL CO		22,684,962	2,041,646	9,755,434	877,989.06	4.23%	3.98
SUPERIOR OIL INC	Exxon	3,316,397	298,475.73	1,600,725	144,605.25	.62%	.65
TEXACO INC		42,240,579	3,801,652.11	18,214,146	1,639,273.14	7.88%	7.43
THOMPSON OIL	Shell	859,313	77,338.17			.16%	

Gas. Dis butors and Importers	Brand of Gas	Gal. distribu- ted in 1974	Taxe aid in 1974	Gal. Distribu- ted in 1975 Jan-June	Taxes Paid in 1975-Jan June	% tri- bution 1974	%dist butic 1975
J & M OIL CO	Amoco	10,110,957	909,986.13	5,393,690	485,432.10	1.88%	2.20
W & F INC.		1,627,404	146,466	597,158	53,744.22	.30%	.20
WEBBER OIL CO	Exxon	18,363,269	1,652,694	9,076,183	825,856.47	3.42%	3.75
DONALD WEBBER INC	Shell	1,330,145	119,713	534,205	48,078.45	2.48%	.20
EUGENE WHITNEY	Amoco	956,315	86,068.35	506,722	45,604.98	.18%	.20
NORMAN WHITNEY INC	Amoco	9,647,250	868,252.50	5,144,424	462,998.16	1.8%	2.10
WHITE MOUNTAIN OIL		54,004	4,860.36	12,618	1,225.62		
RC WHITNEY & SON	Citgo	2,855,175	256,965.75	1,405,837	126,525.33	.53%	.50
WILDCAT PETROLEUM	Independent	1,194,143	107,472.87	709,630	63,866.70	.22%	.20
VALLEY OIL COMPANY	American	2,449,115	220,420	4,607,260	414,653.40	.45%	1.80
UNION PETROLEUM		32,018	2,881.62	8,000	720.00		

TABLE 4

DOLLAR SALES OF MAJOR OIL COMPANIES IN MAINE - 1974
 BASED ON THE PERCENTAGE OF THE GASOLINE MARKET
 OF EACH MAJOR OIL COMPANY

MAJOR OIL COMPANY	TOTAL DOLLAR SALES OF OIL	MAJOR OIL COMPANY	TOTAL DOLLAR SALE OF OIL
EXXON OIL CO.	\$108,500,000	SHELL OIL CO.	\$63,700,000
GULF OIL CO.	98,000,000	CITGO OIL CO.	44,800,000
BRITISH PETROLEUM	84,000,000	CHEVRON OIL CO.	38,500,000
TEXACO OIL CO.	77,000,000	SUN OIL CO.	35,700,000
MOBIL OIL CO.	76,300,000	GETTY OIL CO.	21,000,000
AMOCO OIL CO.	66,500,000	AGWAY	7,000,000

TYPE OF OIL AND QUANTITY (in gals.)	PRICE PER GALLON AND TOTAL DOLLAR VALUE	TYPE OF OIL AND QUANTITY (in gals.)	PRICE PER GALLON AND TOTAL DOLLAR VALUE
Gasoline - 530,033,742	59¢ = \$312,719,907.78	#6 Residual - 457,437,792	30¢ = \$137,231,337.6
#2 Fuel oil - 441,587,244	38¢ = \$167,803,152.72	Bunker Sea Oil - 50,571,150	25¢ = \$12,642,787.5
Kerosene - 77,267,610	41¢ = \$31,679,720.10	#5, #6 Fuel oil - utility- 153,935,460	27¢ = \$41,562,574.2
#4 Residual - 9,463,860	32¢ = \$3,028,435.20	TOTAL	\$706,667,915.10

TABLE 5

GASOLINE PRICES AT SELECTED SERVICE STATIONS IN MAINE
AS OF AUGUST 21, 1975
(All Regular)

AUGUSTA

GIBBS	SHELL	GULF	TEXACO	MOBIL
56 ⁹	59 ⁹	58 ⁹	59 ⁹	56 ⁹

LEWISTON

GIBBS	SHELL	GULF	TEXACO	MOBIL
55 ⁹	56 ⁹	56 ⁹	55 ⁹	58 ⁹

PORTLAND

GIBBS	SHELL	GULF	TEXACO	MOBIL
59 ⁹	60 ⁹	56 ⁹	62 ⁹	61 ⁹

BANGOR

GIBBS	SHELL	GULF	TEXACO	MOBIL
57 ⁹	62 ⁹	56 ⁹	62 ⁹	58 ⁹

CALAIS

GIBBS	SHELL	GULF	TEXACO	MOBIL
57 ⁹	64 ⁹	62 ⁹	59 ⁹	62 ⁹

PRESQUE ISLE

GIBBS	SHELL	GULF	TEXACO	MOBIL
57 ⁹	N.A.	59 ⁹	61 ⁹	61 ⁹

SACO

GIBBS	SHELL	GULF	TEXACO	MOBIL
61 ³	61 ⁹	58 ⁹	58 ⁹	58 ⁹

TABLE 6

HEATING OIL PRICES OF SELECTED DISTRIBUTORS
IN MAINE AS OF AUGUST 26, 1975

<u>Lewiston-Auburn</u>	<u>TEXACO</u>	<u>NORTHEAST</u>	<u>MOBIL</u>	<u>EXXON</u>
#2 fuel oil	38 ¹	38 ⁷	37 ⁶	36 ⁸
kerosene	42 ¹	42 ⁵	39 ⁶	40
<u>Portland</u>	<u>TEXACO</u>	<u>NORTHEAST</u>	<u>MOBIL</u>	<u>EXXON</u>
#2 fuel oil	39 ⁴	N.A.	38 ⁹	38 ⁹
kerosene	43 ¹	N.A.	41 ³	43 ¹
<u>Augusta</u>	<u>TEXACO</u>	<u>NORTHEAST</u>	<u>MOBIL</u>	<u>EXXON</u>
#2 fuel oil	40 ⁵	N.A.	40 ⁵	39
kerosene	43 ⁵	N.A.	42 ⁵	41 ⁵
<u>Bangor</u>	<u>TEXACO</u>	<u>NORTHEAST</u>	<u>MOBIL</u>	<u>EXXON</u>
#2 fuel oil	40 ⁹	N.A.	40 ⁸	N.A.
kerosene	43 ⁴	N.A.	42 ³	N.A.
<u>Presque Isle (northern Aroostook)</u>	<u>TEXACO</u>	<u>NORTHEAST</u>	<u>MOBIL</u>	<u>EXXON</u>
#2 fuel oil	N.A.	N.A.	41 ⁴	39 ⁴
kerosene	N.A.	N.A.	42 ²	41 ⁹
<u>Calais (Washington County)</u>	<u>TEXACO</u>	<u>NORTHEAST</u>	<u>MOBIL</u>	<u>EXXON</u>
#2 fuel oil	40 ⁴	N.A.	42 ⁴	40 ⁵
kerosene	41	N.A.	40 ⁷	42 ⁴

TABLE 7

TOTAL CORPORATE INCOME TAX REVENUES DERIVED FROM THE MAJOR OIL COMPANIES AND OIL DISTRIBUTION FIRMS IN MAINE, 1972-1974

	<u>1972</u>	<u>1973</u>	<u>1974</u>
15 Major Oil Companies	63,830	164,638	42,525
38 Distribution Companies (excluding major oil companies)	57,789	98,105	328,040

TABLE 7.5

CORPORATE INCOME TAXES PAID BY THE MAJOR OIL COMPANIES AND THE MAJOR OIL DISTRIBUTORS IN MAINE IN 1974, BASED UPON THE FIRMS' SHARE OF THE 1974 GASOLINE MARKET

EXXON	\$6,590	SHELL	\$3,869
GULF	5,953	CITGO	2,721
BRITISH PETROLEUM	5,103	CHEVRON	2,338
TEXACO	4,677	SUN OIL	2,168
MOBIL	4,670	GETTY	1,275
AMOCO	4,039	AGWAY	425
Dead River Co.	\$17,464		
Webber Oil Co.	13,875		
Reginald Greenlaw	12,876		
D.W. Small & Sons	7,770		
Norman E. Whitney	7,770		
T-M Oil Company	7,400		
Valley Oil Co.	6,956		
Johnson Products	4,995		
Stone & Cooper	4,366		
McLoon Oil	3,478		