

# 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)

**State of Maine**  
**Office of the Attorney General**

**PETROLEUM MARKET SHARE ACT**  
**REPORT OF THE ATTORNEY GENERAL**  
**TO THE MAINE LEGISLATURE**  
**PURSUANT TO 10 M.R.S.A. § 1677**  
**FOR THE REPORTING PERIOD**  
**2003 - 2004**

- I. Executive Summary**
- II. Introduction**
- III. Levels of Concentration in Maine's Retail Petroleum Markets**
- IV. Legislative Recommendation**

**January 31, 2005**

**State of Maine  
Office of the Attorney General**

**ANNUAL REPORT OF THE ATTORNEY GENERAL  
TO THE MAINE LEGISLATURE  
PURSUANT TO 10 M.R.S.A. § 1677**

**January 31, 2005**

---

**I. EXECUTIVE SUMMARY**

This Report is provided by the Attorney General to the Legislature pursuant to Maine's Petroleum Market Share Act ("PMSA"), 10 M.R.S.A. §§ 1671 -1682. The Report represents a view of competition in retail petroleum markets in Maine at the midpoint of calendar year 2004. It is based on data reported to the Attorney General by petroleum wholesalers in accordance with the requirements of the statute. Retail petroleum markets, whether for home heating oil or motor fuel, are local markets. The data reported enable the Attorney General to determine how many competitors are active in each of these markets, and what market share each competitor has.

The PMSA is an important part of the Attorney General's antitrust enforcement capability in petroleum markets. The ready availability of accurate data assists the Attorney General in determining, rapidly and efficiently, whether a proposed petroleum merger or acquisition may violate antitrust law. Similarly, the data enables the Attorney General to reliably inform the Legislature concerning competitive trends, *i.e.*, whether the level of competition in a given market is increasing or decreasing.

**Home heating oil.** Overall, this Report shows that, in mid-2004, Maine's home heating oil markets ("HHO") were fairly concentrated, with only ten of thirty-three markets falling into the unconcentrated or moderately concentrated categories. Higher levels of competition were

observed in some urban markets (Portland, Lewiston/Auburn, Augusta, Waterville), some coastal sections (Rockland to Bucksport) and the turnpike corridor. Otherwise, levels of competition were relatively low.

Refiner dominance is a central concern of the PMSA program. However, a refiner held a leading position in only four home heating oil markets; and in only one of these was high refiner market share (over 40%) accompanied by a worrisome level of concentration. That market bears close watching. In contrast, we note that six of the ten most concentrated markets in the State were dominated by a single retailer (albeit a different one in each market) with a market share over 60%. Dominance by a nonrefiner on this scale also suggests the advisability of antitrust vigilance.

Despite high levels of concentration in many markets, there is no immediate cause for alarm. In general, Maine's home heating oil markets have been stable, with median and average indices of competition holding steady across twelve reporting periods, 1992-2004. A few markets have exhibited steady competitive gains (*e.g.* Lincoln) or deterioration (*e.g.* Woodland/Calais) in recent years.

**Motor fuel.** With respect to motor fuel ("MFO"), the data again portrays relative overall stability. Exceptions include Aroostook County (sharp recent deterioration); and Penobscot County (steady competitive gains over the past two years). The most concentrated county markets in the State are now Lincoln, Franklin, Piscataquis, Aroostook and Oxford. As with home heating oil, the highest levels of competition in motor fuel markets were observed in coastal sections (except Lincoln, Waldo and Washington) and the turnpike corridor south of Aroostook County.

A refiner played a much more substantial role in motor fuel than in home heating oil markets, holding the leading market share in eight of Maine's sixteen counties; and the second-

highest in seven more.<sup>1</sup> Where high refiner market share is accompanied by high levels of concentration, we believe there is cause for concern; and we take note of the fact that a refiner held a market share above 30% in three highly concentrated markets. Recalling that our county markets are bird's eye view proxies that understate competitive conditions on the ground, these high refiner market shares indicate a likelihood that the refiner may dominate a significant number of local markets in these counties. In local markets displaying these conditions the Attorney General is ready to challenge any proposed acquisition that violates Maine's merger statute;<sup>2</sup> or to seek other appropriate remedies. At the same time, as in home heating oil markets, it bears mention that a least two county MFO markets are dominated by nonrefiners with market shares above those registered by a refiner anywhere. These markets have not escaped our attention.

The relatively high levels of concentration (and low levels of competition) in some markets do not necessarily mean that Maine consumers are currently being forced to pay higher prices for product than their counterparts in other States.<sup>3</sup> However, increasing concentration in a given market is a legitimate ground for concern even when it is not immediately accompanied by higher prices. A trend toward concentration may produce higher prices in the long term, while in the near term it may be accompanied by anticompetitive practices, such as predatory pricing.

**Legislative recommendation.** The PMSA is now scheduled for sunset on September 1, 2005. The statute represents an essential early warning system, capable of alerting the Attorney General and the Legislature to the need for enforcement action, or for legislation to address the unique problems which could arise in Maine's petroleum markets in the years ahead. Legislative

---

<sup>1</sup> The refiner had the third highest market share in the remaining county.

<sup>2</sup> 10 MRSA §1102-A declares that an acquisition that may substantially reduce competition in any market is illegal.

<sup>3</sup> Aroostook and Washington Counties present a special case. There, the proximity of Canadian retail markets exerts an obvious upward pressure on prices, at least in communities close to the border.

action to repeal the sunset provision is strongly recommended. We also recommend certain other minor but necessary legislative adjustments. The Attorney General has presented a bill for this purpose to the current session of the Legislature.

## **II. INTRODUCTION**

The central purpose of Maine's Petroleum Market Share Act ("PMSA"), 10 M.R.S.A. §§ 1671 -1682, is to provide the Attorney General with the ability to monitor levels of concentration in Maine's retail petroleum markets on a current basis. The perception that this monitoring function was both advisable and necessary arose out of a concern that a refiner or refiners could use the advantage conferred by vertical integration<sup>4</sup> to stake out a dominant position in Maine's retail petroleum markets, through a program of acquisitions, or otherwise. Indeed, the PMSA was adopted as a moderate alternative to so-called "divorcement" legislation, which would have barred refiners from Maine's retail petroleum markets altogether.<sup>5</sup>

Levels of concentration are also a matter of general concern for reasons of antitrust policy. As levels of concentration in a given market rise, it becomes more likely that a single firm, or group of firms, could successfully exercise market power to levy monopoly profits by charging higher prices. In a rapidly evolving market environment, access to current data regarding levels of concentration is critical to effective antitrust enforcement. It is equally critical to a review of legislative options, and to a determination as to whether more drastic legislative remedies, such as divorcement, merit consideration or adoption. *See* 10 M.R.S.A. § 1677.

---

<sup>4</sup> A vertically integrated refiner enjoys two principal advantages over nonintegrated competitors in retail petroleum markets. First, the refiner is independent of the vagaries of wholesale markets; second, the refiner can pass along to its retail arm any economies realized in upstream phases of its integrated operation.

<sup>5</sup> For example, Maryland bars operation of retail gasoline outlets by refiners. Md. Code Ann., Bus Reg. 10-311; and see *Exxon Corporation v. Governor of Maryland*, 437 US 117 (1978).

Under the PMSA, the Attorney General reports to the Legislature annually. The required report comprises two elements: first, a recommendation concerning the need for further legislation; and second, an assessment of “the concentration of retail outlets in the State or in sections of the State.” The required report may not disclose the identity of any particular retailer or retail outlet. *Id.*

### **III. LEVELS OF CONCENTRATION IN MAINE’S RETAIL PETROLEUM MARKETS**

#### **A. Methodology**

The methodology employed by the Attorney General to assess levels of concentration in Maine’s retail petroleum markets, as reflected in this report, is essentially the same methodology used by the U.S. Department of Justice, the Federal Trade Commission and the Attorneys General of the several states in evaluating the legality of any given merger or acquisition under applicable antitrust law. The Attorney General’s office has developed a familiarity with, and expertise in the required analysis through experience in enforcing Maine’s merger law, 10 M.R.S.A. § 1102-A, over the past quarter century.

**1. Market Definition.** The first step in this analysis is to determine the relevant line or level of commerce, as well as to define the relevant product and geographic markets. This report will focus primarily on two product markets, those for home heating oil and motor fuel as defined in the PMSA, at the retail level. Home heating oil is defined as “#2 fuel oil sold for heating residential, industrial or commercial space or water.” Motor fuel “means internal combustion fuel sold for use in motor vehicles” as more fully defined in 29 M.R.S.A. § 1(7). *See* 10 M.R.S.A. § 1672(3) and (4).<sup>6</sup>

---

<sup>6</sup> In general, home heating oil and motor fuel, as defined in the statute, are properly susceptible of antitrust analysis as distinct product markets.

The relevant geographic markets are more problematic. In layman's terms, the task of defining the relevant geographic market is essentially one of determining who competes against whom in a given locality or region. Few markets can be geographically delineated with absolute certainty that the chosen contours accurately reflect human economic behavior. For better or for worse, the task of defining a geographic market will always be one of approximation.

The Attorney General has taken quite different approaches to defining geographic markets within the State for home heating oil on the one hand, and motor fuel on the other. In the case of home heating oil, we have conducted a series of interviews with a number of persons knowledgeable in and about the petroleum industry in this State. On this basis, we have divided the State into thirty-three separate geographic markets which fairly approximate economic and competitive realities. A map depicting these markets is attached hereto as Appendix A. Recent antitrust review of mergers and acquisitions suggests that a few of these markets may have expanded somewhat or combined with other markets over the past decade; accordingly, the level of competition which actually exists may be understated in some instances in this report.<sup>7</sup> We retain the thirty-three markets originally identified for purposes of this report in order to permit apples-to-apples comparisons in evaluating trends.

Markets for motor fuel within the State, however, operate differently from those for home heating oil. While home heating oil markets typically encompass a geographic region, however limited -- for example, the St. John Valley or Mount Desert Island -- motor fuel markets are more localized. The task before us here, however, is not the analysis of a merger in a local market. We have determined that for purposes of monitoring broad trends in levels of concentration across the State, to focus on such narrow geographic markets would be counterproductive. Instead, we

---

<sup>7</sup> We would welcome comment in this regard from readers of this report.



employ Maine's sixteen counties as hypothetical motor fuel geographic markets.<sup>8</sup> Wherever a trend toward concentration is observed within these hypothetical markets, a fuller and more accurate analysis can be brought to bear, as needed, in order to pinpoint the geographic sources of the trend.

**2. Herfindahl-Hirschman Index.** No market is perfectly competitive, and there are varying degrees of competition. The most important factor affecting competition in a given market is the level of concentration.<sup>9</sup> Federal and state antitrust agencies (including this office) employ the Herfindahl-Hirschman Index to measure market concentration.<sup>10</sup> The index is arrived at by squaring the market shares of all the competitors in a given market, then totaling the squares. This simple mathematical device expresses the insight that market power increases exponentially in proportion to market share. Federal antitrust guidelines used by this office in merger enforcement indicate that a market with an index of 1000 or less should be viewed as unconcentrated (and therefore likely to function competitively).<sup>11</sup> A market with an index between 1000 and 1800 is described as moderately concentrated; while any index over 1800 is termed highly concentrated.<sup>12</sup> A market in the highly concentrated category is subject to a high degree of market power, unless the effects of high concentration are mitigated by other factors, such as ease of entry.

---

<sup>8</sup> Use of county markets also permits a meaningful integration of motor fuel bulk sales to end users into the calculation of market share.

<sup>9</sup> That competition in turn represents the best guarantee to consumers of high quality and low price needs no emphasis here.

<sup>10</sup> DOJ/FTC Horizontal Merger Guidelines, [www.usdoj.gov/atr/public/guidelines/hmg.htm](http://www.usdoj.gov/atr/public/guidelines/hmg.htm)

<sup>11</sup> For example, eight firms, five with market shares of 10% each and the rest with shares of 9, 12 and 15% would yield an index of 950 ( $100 + 100 + 100 + 100 + 100 + 81 + 144 + 225 = 950$ ).

<sup>12</sup> For example, a market comprising five firms with market shares of 20% each would yield an index of 2000 ( $20 \text{ squared} \times 5$ ).

We have used the Herfindahl-Hirschman Index in this report to quantify, compare and evaluate levels of concentration in Maine's retail petroleum markets. Our analysis of levels of concentration in home heating oil markets tracks the categories reflected in federal guidelines. Thus, a home heating oil market with an index under 1000 is referred to as "unconcentrated;" an index in the 1000 -1800 range is described as "moderately concentrated;" and an index in the 1800 -2500 range is termed "highly concentrated." For markets above 2500 points, we add the appellation "extremely concentrated."

For motor fuel markets we have employed different categories in order to reflect the fact that the county geographic markets arbitrarily used to facilitate the analysis inevitably understate levels of concentration. Thus, for motor fuel, an index below 500 is described as "unconcentrated;" 500 -1000 is termed "moderately concentrated," and 1000 -1800 is "highly concentrated." The "extremely concentrated" designation is reserved for motor fuel markets scoring above 1800 points.

#### **B. Levels Of Concentration**

Data assembled from reports submitted by wholesalers and refiners pursuant to the PMSA have permitted us to calculate the annual gallonage supplied to each home heating oil and motor fuel retailer and retail outlet located in the State. These annual gallonage figures, in turn, provide the basis for arriving at the percentage market shares held by each retailer in every geographic market in the State. We have calculated indices by squaring the percentage market shares arrived at for each competitor, and deriving a total figure for each market. These index figures are set forth in Appendix B attached hereto.

## **1. Overview: Retail Home Heating Oil Markets.**

**Levels of concentration and competition.** Levels of concentration in Maine's retail home heating oil markets remain relatively high. This means that Maine's retail heating oil markets are not as competitive as we could wish.

This year, only two of the state's 33 home heating oil markets, Portland and Augusta, qualified for the "unconcentrated" appellation (index below 1000). Eight additional markets exhibited only moderate levels of concentration (index between 1000 and 1800), namely Lewiston, Bangor, Rockland, Ellsworth, Gray, Waterville, Skowhegan and Lincoln. At the other end of the spectrum, nine markets showed high levels of concentration (index between 1800 and 2500), while the remaining 14 markets fell into the "extremely concentrated" category, racking up index totals over 2500 points each. The 10 most concentrated markets in the state are: Mount Desert, Bethel, Cherryfield/Machias, St. John Valley, Sanford, Woodland/Calais, York, Jay, Jackman/Greenville and South Paris,<sup>13</sup> in that order.

**Geographic observations.** While some of Maine's urban centers, namely, Portland, Augusta, Lewiston/Auburn, Waterville, Rockland and Ellsworth were unconcentrated or only moderately concentrated, others, including Ashland/Presque Isle, Bath/Brunswick, Biddeford/Saco and Houlton registered high to extremely concentrated indices. Several other geographic generalizations can be gleaned from this year's data. First, all markets along Maine's western and southern borders remain highly to extremely concentrated. Northern Maine remains highly to extremely concentrated. The remote interior, too, remains highly to extremely

---

<sup>13</sup> Of these, the bottom five all scored above 4000 points. As a reminder, a typical example of a market over 4000 points might consist of three competitors, with 55%, 25% and 20% market shares, respectively.

concentrated, with Lincoln (which alone of these markets remains in the moderately concentrated category) providing an oasis of more healthy competition. With the single exception of Ellsworth (modest competitive gain, remains only moderately concentrated), downeast markets continue highly to extremely concentrated. Southern coastal regions (Biddeford/Saco, York) remain highly to extremely concentrated. From Portland north to the Washington County line, coastal areas varied from unconcentrated Portland, and moderately concentrated Rockland and Ellsworth to high concentration levels in Bath/Brunswick, Midcoast and Belfast.

**Gains, losses and trends.** Significant deterioration in competitive conditions was registered in Houlton (up 843 points), Woodland/Calais (up 802 points, coming on the heels of a 1379-point increase last year), Jay (up 1633 points), Cherryfield/Machias (1329-point increase) and Sanford (up 1468 points, wiping out last year's competitive gains). Few significant gains were recorded this year, with Bangor (subtracting 1091 points) and Belfast (down 658 points) providing the only bright spots. Overall, the data accumulated over a dozen years present a picture of relative stability. Average and median levels of concentration have held remarkably steady over time. For example, this year's average index of concentration (2558), although the second highest recorded in twelve years, remains within 400 points of the lowest recorded average. Moreover, the general impression of stability holds up on closer examination of data specific to particular markets. In effect, this year only five markets registered HHIs varying significantly from their twelve-year average. However, it is disquieting that all five of these markets (Woodland/Calais, Cherryfield/Machias, Jackman/Greenville, Jay and South Paris) exceeded their averages by a thousand or more points, as a result of either sharp recent competitive deterioration or, in a couple of instances, steady decline. The data suggest consistent, though more modest offsetting competitive gains over the twelve-year period in Lincoln, Bethel, Limerick and Lewiston/Auburn.

**Refiner position.** Of the 10 most concentrated markets in the state, a refiner commanded significant market share (in excess of 15%) in only one. In the other 9, there was either no refiner presence or only a modest refiner presence (ranging from 0 to 11%). More broadly, a refiner led the field in only 4 out of 33 markets statewide, held second position in no markets, and third place in only 3 other markets around the state. High refiner market share was observed in combination with high levels of concentration in only one market. On the other hand, six of the ten most concentrated markets are dominated by a single nonrefiner (albeit a different one in each instance) with a market share exceeding 60%.

**Conclusion.** The Attorney General is concerned by the generally high levels of concentration in this industry.<sup>14</sup> That concern is heightened by negative trends in some markets.<sup>15</sup> However, there is no evidence that competition has declined in any market as a result of increasing refiner dominance. On the contrary, it appears that in some HHO markets, increasing refiner participation has had a demonstrably beneficial short-term effect on levels of concentration. Against this picture of (a) relative stability, accompanied by (b) deteriorating competitive conditions in some markets, with (c) a refiner and a few nonrefiners staking out dominant positions in discrete areas, vigilance and careful monitoring remain the order of the day. In an appropriate case the Attorney General will not hesitate to challenge a proposed acquisition that could substantially reduce competition in any given market or to take other enforcement steps as needed.

---

<sup>14</sup> It is important to note that high levels of concentration do not necessarily translate immediately into high retail prices for home heating oil. However, a trend toward higher levels of concentration could portend higher retail prices in the future. For this reason, the Attorney General will pay close attention to any such trend. With an eye to the motivating purpose of the PMSA program, we will also pay close attention to the part played by refiners in bringing about any such trend.

<sup>15</sup> Note that a single proposed acquisition in a concentrated market can give cause for concern great enough to warrant an action to bar the transaction under the state merger statute, 10 M.R.S.A. § 1102-A.

## **2. Overview: Retail Motor Fuel Markets.**

**Levels of concentration and competition.** Data for this reporting period show that while none of the county motor fuel markets listed in Appendix B fell into the unconcentrated category, eight qualified for the “moderately concentrated” classification (Waldo, Cumberland, Hancock, York, Androscoggin, Kennebec, Penobscot and Knox). The eight remaining county motor fuel markets (Aroostook, Franklin, Lincoln, Oxford, Piscataquis, Sagadahoc, Somerset and Washington) were highly concentrated; none were extremely concentrated.<sup>16</sup>

**Geographic observations.** In general, high levels of concentration were observable in county motor fuel markets throughout the state, with the exception of most coastal sections and the turnpike corridor (Androscoggin, Kennebec and Waldo Counties). Among coastal counties, only Lincoln, Sagadahoc and Washington Counties exhibited persistently high levels of concentration.

**Gains, losses and trends.** Most county markets have remained relatively stable over twelve reporting periods. Median and average indices of concentration for the State, while remaining relatively stable, are higher than we might like, with the median at a twelve-year high and the average close to a peak recorded three years ago. County-specific data show that four counties registered HHIs this year that vary significantly from their twelve-year averages, namely Aroostook, Franklin, Knox and Lincoln. All four showed competitive deterioration; however, none of these counties appeared to exhibit a substantial negative trend over time. Somewhat offsetting these short term competitive losses we note Penobscot County’s modest recovery in the

---

<sup>16</sup> It remains that the index levels shown in Appendix B significantly understate the actual levels of concentration which would be found in the narrower geographic markets suitable for purposes of merger analysis. These index figures should not, therefore, be read as a guide to how this office would approach antitrust review of any proposed acquisition.

past two years from a competitive slump, and steady if less than dramatic gains over the twelve-year period in Waldo County.

**Refiner position.** Today, a refiner holds first or second place in terms of market share in all but one of Maine's 16 counties, with a leading position in 8 of these. Refiner market share was at or in excess of 30% in three counties, all of them showing high levels of concentration. Again, markets which combine high refiner market share with high levels of concentration will bear close watching in the months and years ahead. At the same time, it is interesting to note that two of Maine's county motor fuel markets were led by players other than a refiner with a market share above 30% (the leading player was different in the two counties). Of course, such dominance can also give rise to competitive concerns.

**Conclusion.** The relative overall stability of these markets suggests that there is no immediate reason for alarm. Nevertheless, the Attorney General continues to be concerned about high levels of concentration in fully half of Maine's 16 counties. Increasing levels of concentration could portend higher prices in the future.<sup>17</sup> Special attention to markets where refiner dominance coincides with a sustained trend toward concentration is warranted. While there is no current evidence of such a sustained negative trend, vigilance remains appropriate with respect to any market that exhibits the characteristics of oligopoly.<sup>18</sup>

#### **IV. LEGISLATIVE RECOMMENDATION**

The concept of the PMSA program has been tested in action; it is working well. The PMSA program enables the Attorney General to follow trends in Maine's retail and wholesale

---

<sup>17</sup> Some local MFO markets along the Canadian border, e.g. Calais, Houlton, or Madawaska, are subject to constant upward pressure on prices as a result of the proximity of higher-priced markets on the Canadian side.

<sup>18</sup> Oligopoly is a market condition in which sellers are so few that the action of any one of them will materially affect price and have a measurable impact on competitors.

petroleum markets on a current basis, and to react swiftly by seeking remedies in court, or in the Legislature should need arise.

The PMSA program was adopted in the first place because it was felt that in a rapidly evolving market environment, there was a serious risk that routine enforcement would be ineffective -- that it would accomplish too little, too late. Nothing has intervened to alter that equation, and the risk remains. Indeed, it can be argued that the PMSA program in itself provides an effective deterrent to a forced march to monopoly or quasimonopoly control in any of Maine's petroleum markets. The availability of personnel and relevant data enables the Attorney General to respond rapidly and efficiently on an as-needed basis -- and the very presence of this capability may reduce the need to use it.

Further, the PMSA program was conceived, not as a means of affording the Attorney General a one-time look at levels of concentration in Maine's petroleum markets, but as a means to follow and evaluate trends. It would accordingly be inadvisable to eliminate the program. The problem which the PMSA was designed to address is not likely to go away in the near term; nor should the program itself.

The PMSA program is now scheduled for sunset on September 1, 2005. We believe the elimination of the program would be unwise. It represents an essential early warning system, capable of alerting the Attorney General and the Legislature to the need for enforcement action, or for legislation. It also represents a needed deterrent, and provides a mechanism and a forum for addressing *ad hoc* difficulties as they arise. It is the Attorney General's considered view that the PMSA program is essential to an effective competition strategy for Maine's petroleum markets. We therefore strongly recommend repeal of the sunset provision. In addition, we

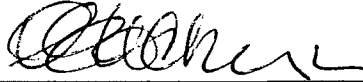


recommend certain other minor, but needed adjustments.<sup>19</sup> The Attorney General has presented a bill for this purpose to the Legislature.

Dated: 2/15/05

Respectfully submitted,

**G. STEVEN ROWE**  
Attorney General



---

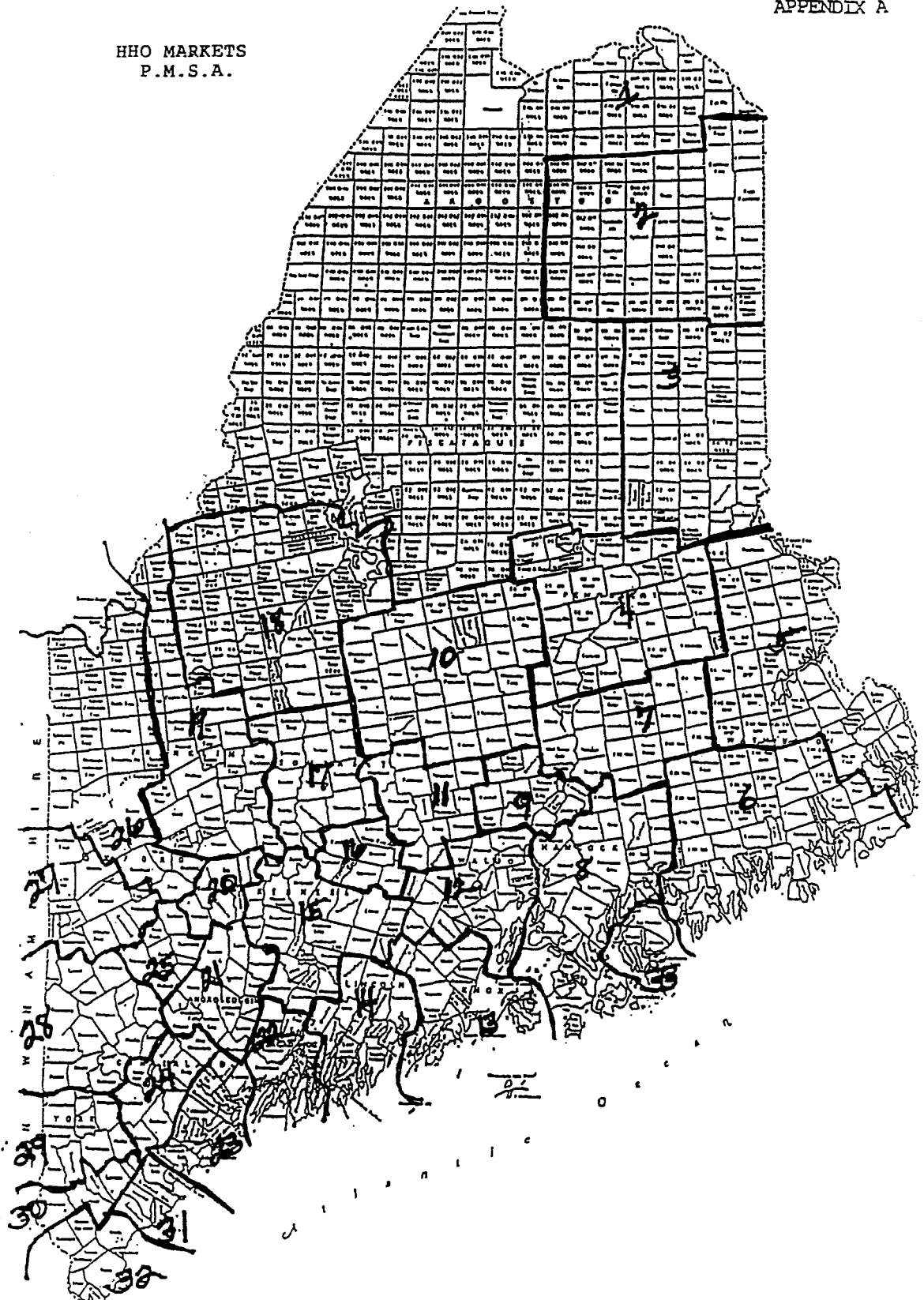
**FRANCIS ACKERMAN**  
Assistant Attorney General  
Consumer Protection Division

---

<sup>19</sup> In particular, we recommend repeal of 10 M.R.S.A. §1678, which established a Petroleum Advisory Committee to assist the Attorney General in formulating legislative recommendations. The Committee is defunct; however, the Attorney General continues to consult informally with the industry on these matters, and has no objection to including new language in the bill requiring such *ad hoc* consultation. In addition, we recommend other minor adjustments designed to streamline reporting requirements.

APPENDIX A

HHO MARKETS  
P.M.S.A.



## APPENDIX B

This appendix sets forth index figures expressing levels of concentration and competition for Maine's retail petroleum markets. As we note in the text above, these are derived from data reported to us by wholesalers and refiners pursuant to the PMSA.

The Attorney General is forbidden by statute to disclose the identity of any retailer or retail outlet in making his report. The market summaries offered below therefore set forth only (1) geographic location (for home heating oil markets, reference should be made to the map attached hereto as Appendix A); (2) number of competitors; (3) Herfindahl-Hirschman Index; and (4) a characterization of the level of concentration. We have used four characterizations, loosely derived from federal and National Association of Attorneys General guidelines, as follows. For home heating oil markets, an index in the 0 -1000 range is viewed as "unconcentrated"; in the 1000 -1800 range, the characterization is "moderately concentrated"; in the 1800 -2500 range, an index is rated "highly concentrated"; while in the 2500 plus range, the phrase "extremely concentrated " is used. For motor fuel markets, the use of broad county geographic markets results in understated index figures. Accordingly, an index in the 1- 500 range is seen as unconcentrated; 500 -1000 as moderately concentrated; 1000 -1800 as highly, and above 1800 as extremely concentrated.

MFO HHI TABLE					
June 1, 1992-May 31, '93	June 1, 1993-May 31, 1994	June 1, 1994-May 31, 1995	June 1, 1995-May 31, 1996	June 1, 1996-May 31, 1997	June 1, 1997-May 31, 1998
Cumberland 415	Cumberland 416 (+1)	York 341 (-104)	Cumberland 394 (-81)	Cumberland 356 (-38)	Cumberland 345 (-11)
York 452	York 445 (-7)	Cumberland 475 (+59)	York 396 (+55)	York 394 (-2)	Knox 427 (-3)
Androscoggin 482	Knox 503 (-7)	Knox 528 (+25)	Androscoggin 530 (-17)	Knox 430 (-100)	York 465 (+71)
Knox 510	Androscoggin 511 (+29)	Androscoggin 547 (+36)	Knox 530 (+2)	Androscoggin 482 (-48)	Androscoggin 512 (+30)
Lincoln 714	Hancock 580 (-392)	Waldo 735 (+60)	Waldo 637 (-98)	Hancock 500 (-203)	Hancock 544 (+44)
Penobscot 971	Franklin 673 (-333)	Hancock 791 (+211)	Hancock 703 (-88)	Waldo 536 (-101)	Waldo 568 (+32)
Hancock 972	Waldo 675 (-638)	Lincoln 837 (+116)	Penobscot 870 (+8)	Kennebec 802 (-70)	Kennebec 826 (+24)
Kennebec 974	Lincoln 721 (+7)	Penobscot 862 (+63)	Kennebec 872 (-192)	Franklin 895 (-252)	Penobscot 831 (-72)
Franklin 1006	Kennebec 785 (-189)	Sagadahoc 935 (+33)	Lincoln 1054 (+217)	Lincoln 900 (-154)	Sagadahoc 880 (-417)
Washington 1124	Penobscot 799 (-172)	Kennebec 1064 (+279)	Washington 1081 (-247)	Penobscot 903 (+33)	Franklin 999 (+104)
Waldo 1313	Sagadahoc 902 (-600)	Franklin 1203 (+530)	Franklin 1147 (-56)	Oxford 1079 (-107)	Somerset 1048 (-119)
Aroostook 1343	Aroostook 1073 (-270)	Oxford 1223 (-108)	Sagadahoc 1166 (+231)	Somerset 1167 (-454)	Lincoln 1065 (+165)
Sagadahoc 1502	Washington 1140 (+16)	Aroostook 1323 (+250)	Aroostook 1176 (-147)	Aroostook 1216 (+40)	Oxford 1239 (+160)
Oxford 1594	Somerset 1140 (-978)	Washington 1328 (+188)	Oxford 1186 (-37)	Sagadahoc 1297 (+131)	Aroostook 1426 (+210)
Piscataquis 1878	Oxford 1331 (-263)	Somerset 1722 (+582)	Somerset 1621 (-101)	Washington 1314 (+233)	Washington 1508 (+194)
Somerset 2096	Piscataquis 1662 (-216)	Piscataquis 1891 (+229)	Piscataquis 1652 (-239)	Piscataquis 1755 (+103)	Piscataquis 1658 (-97)
AVERAGE 1084	AVERAGE 835	AVERAGE 988	AVERAGE 938	AVERAGE 876	AVERAGE 896
MEDIAN 990	MEDIAN 753	MEDIAN 899	MEDIAN 963	MEDIAN 897	MEDIAN 855
June 1, 1998-May 31, 1999	June 1, 1999 -May 31, 2000	June 1, 2000-May 31, 2001	June 1, 2001-May 31, 2002	June 1, 2002-May 31, 2003	June 1, 2003-May 31, 2004
Cumberland 386 (+41)	Cumberland 451 (+65)	Cumberland 520(+69)	Cumberland 387 (-133)	Cumberland 407 (+20)	Waldo 534 (+109)
Knox 456 (+29)	Knox 494 (+38)	York 524 (-172)	York 504 (-20)	Waldo 425 (-85)	Cumberland 535(+128)
York 462 (-3)	Waldo 591 (-6)	Knox 612 (+118)	Waldo 510 (-134)	Hancock 524 (-130)	Hancock 569 (+45)
Hancock 572 (+28)	Hancock 643 (+71)	Hancock 636 (-7)	Knox 537 (-75)	York 563 (+59)	York 577 (+14)
Waldo 597 (+29)	York 696 (+234)	Waldo 644 (+53)	Hancock 654 (+18)	Androscoggin 683 (-71)	Androscoggin 792 (+109)
Androscoggin 610 (+98)	Androscoggin 699 (+89)	Androscoggin 691 (-8)	Androscoggin 754 (+63)	Knox 688 (+151)	Kennebec 830 (-45)
Kennebec 625 (-201)	Oxford 702 (-300)	Kennebec 777 (-192)	Sagadahoc 794 (-767)	Kennebec 875 (+141)	Penobscot 937 (-722)
Sagadahoc 770 (-110)	Sagadahoc 852 (+82)	Franklin 1036 (-155)	Kennebec 874 (+97)	Sagadahoc 882 (+88)	Knox 950 (+262)
Franklin 941 (-58)	Lincoln 950 (-125)	Somerset 1084 (-1858)	Lincoln 1085 (-273)	Lincoln 1039 (-46)	Washington 1252 (+26)
Oxford 1002 (-237)	Kennebec 969 (+344)	Lincoln 1358 (+408)	Franklin 1219 (-183)	Somerset 1163 (-120)	Somerset 1267 (+104)
Penobscot 1049 (+218)	Penobscot 1050 (+1)	Aroostook 1521 (+250)	Somerset 1283 (+199)	Franklin 1185 (-34)	Sagadahoc 1279 (+397)
Lincoln 1075 (+10)	Franklin 1191 (+250)	Oxford 1549 (+847)	Washington 1360 (-338)	Washington 1226 (-134)	Lincoln 1361 (+322)
Somerset 1103 (+55)	Aroostook 1271 (+3)	Sagadahoc 1561 (+709)	Aroostook 1462 (-59)	Aroostook 1387 (-75)	Franklin 1474 (+289)
Aroostook 1269 (-158)	Washington 1794 (+104)	Washington 1698 (-96)	Oxford 1595 (+56)	Piscataquis 1620 (-183)	Piscataquis 1594 (-26)
Washington 1690 (+182)	Piscataquis 1987 (+207)	Penobscot 2061 (+1011)	Piscataquis 1803 (-286)	Penobscot 1659 (-486)	Oxford 1630 (-154)
Piscataquis 1780 (+122)	Somerset 2942 (+1839)	Piscataquis 2089 (+102)	Penobscot 2145 (+84)	Oxford 1784 (+189)	Aroostook 1716 (+329)
AVERAGE 899	AVERAGE 1080	AVERAGE 1148	AVERAGE 1060	AVERAGE 1006	AVERAGE 1081
MEDIAN 855	MEDIAN 901	MEDIAN 1060	MEDIAN 979	MEDIAN 960	MEDIAN 1101



MFO Market Area		6/1/92-5/31/93	6/1/93-5/31/94	6/1/94-5/31/95	6/1/95-5/31/96	6/1/96-5/31/97	6/1/97-5/31/98	6/1/98-5/31/99	6/1/99-5/31/00	6/1/00-5/31/01	6/1/01-5/31/02	6/1/02-5/31/03	6/1/03-5/31/04
Androscoggin	Competitors	52	64 (+12)	65 (+1)	65 (no change)	70 (+5)	63 (-7)	68 (+5)	64 (-4)	70 (+6)	64 (-6)	73 (+9)	68 (-5)
	HHI	482	511 (+29)	547 (+36)	530 (-17)	482 (-48)	512 (+30)	610 (+98)	699 (+89)	691 (-8)	754 (+63)	683 (-71)	792 (+109)
	Concentration	Unconcentrated	Moderate	Moderate	Moderate	Unconcentrated	Moderate	Moderate	Moderate	Moderate	Moderate	Moderate	Moderate
Aroostook	Competitors	90	90 (no change)	87 (-3)	104 (+17)	108 (+4)	94 (-14)	92 (-2)	89 (+3)	84 (-5)	89 (+5)	85 (-4)	82 (+3)
	HHI	1343	1073 (-270)	1323 (+250)	1176 (-147)	1216 (+40)	1426 (+210)	1268 (-158)	1271 (+3)	1521 (+250)	1462 (-59)	1387 (-75)	1716 (+329)
	Concentration	High	High	High	High	High	High	High	High	High	High	High	High
Cumberland	Competitors	128	156 (+28)	147 (-9)	202 (+55)	193 (-9)	220 (+27)	247 (+27)	181 (-66)	163 (-18)	148 (-15)	161 (+13)	136 (-25)
	HHI	415	416 (+1)	475 (+59)	394 (-81)	356 (-38)	345 (-11)	386 (+41)	451 (+65)	520 (+69)	387 (-133)	407 (+20)	535 (+128)
	Concentration	Unconcentrated	Unconcentrated	Unconcentrated	Unconcentrated	Unconcentrated	Unconcentrated	Unconcentrated	Unconcentrated	Moderate	Unconcentrated	Unconcentrated	Moderate
Franklin	Competitors	35	40 (+5)	38 (-2)	42 (+4)	46 (+4)	47 (+1)	43 (-4)	40 (-3)	40 (no change)	46 (+6)	43 (-3)	45 (+2)
	HHI	1006	673 (-333)	1203 (+530)	1147 (-56)	895 (-252)	999 (+104)	941 (-58)	1191 (+250)	1036 (-155)	1219 (-183)	1185 (-34)	1474 (+289)
	Concentration	High	Moderate	High	High	Moderate	Moderate	Moderate	High	High	High	High	High
Hancock	Competitors	53	72 (+19)	65 (-7)	73 (+8)	74 (-1)	72 (-2)	75 (+3)	78 (+3)	62 (-16)	75 (+13)	71 (-4)	78 (+7)
	HHI	972	580 (-392)	791 (+211)	703 (-88)	500 (-203)	544 (+44)	572 (+28)	643 (+71)	636 (-7)	654 (+18)	524 (-130)	569 (+45)
	Concentration	Moderate	Moderate	Moderate	Moderate	Unconcentrated	Moderate	Moderate	Moderate	Moderate	Moderate	Moderate	Moderate
Kennebec	Competitors	70	81 (+11)	92 (+11)	93 (+1)	91 (-2)	92 (+1)	92 (no change)	78 (-14)	86 (+8)	87 (+1)	93 (+6)	92 (-1)
	HHI	974	785 (-189)	1064 (+279)	872 (-192)	802 (-70)	826 (+24)	625 (-201)	969 (+344)	777 (-192)	734 (-43)	875 (+141)	830 (-45)
	Concentration	Moderate	Moderate	High	Moderate	Moderate	Moderate	Moderate	Moderate	Moderate	Moderate	Moderate	Moderate
Knox	Competitors	59	63 (+4)	71 (+8)	85 (+14)	86 (+1)	84 (-2)	77 (-7)	80 (+3)	68 (-12)	68 (no change)	64 (-4)	54 (-10)
	HHI	510	503 (-7)	528 (+25)	530 (+2)	430 (-100)	427 (-3)	456 (+29)	494 (+38)	612 (+118)	537 (-75)	688 (+151)	950 (+262)
	Concentration	Moderate	Moderate	Moderate	Moderate	Unconcentrated	Unconcentrated	Unconcentrated	Unconcentrated	Moderate	Moderate	Moderate	Moderate
Lincoln	Competitors	25	35 (+10)	34 (-1)	37 (+3)	38 (+1)	36 (-2)	39 (+3)	38 (-1)	39 (+1)	44 (+5)	48 (+4)	43 (-5)
	HHI	714	721 (+7)	837 (+116)	1054 (+217)	900 (-154)	1065 (+165)	1075 (+10)	950 (-125)	1358 (+408)	1085 (-273)	1039 (-46)	1361 (+322)
	Concentration	Moderate	Moderate	Moderate	High	Moderate	High	High	Moderate	High	High	High	High
Oxford	Competitors	31	44 (+13)	43 (-1)	49 (+6)	52 (+3)	54 (+2)	56 (+2)	49 (-7)	57 (+8)	47 (-10)	44 (-3)	42 (-2)
	HHI	1594	1331 (-263)	1223 (-108)	1186 (-37)	1079 (-107)	1239 (+160)	1002 (-237)	702 (-300)	1549 (+847)	1595 (+56)	1784 (+189)	1630 (-154)
	Concentration	High	High	High	High	High	High	High	Moderate	High	High	High	High
Penobscot	Competitors	137	148 (+11)	143 (-5)	156 (+13)	156 (no change)	146 (-10)	141 (-5)	129 (-12)	134 (+5)	150 (-16)	132 (-18)	131 (-1)
	HHI	971	799 (-172)	862 (+63)	870 (+8)	903 (+33)	831 (-72)	1049 (+218)	1050 (+1)	2061 (+1011)	2145 (+84)	1659 (-486)	937 (-722)
	Concentration	Moderate	Moderate	Moderate	Moderate	Moderate	Moderate	High	High	Extreme	Extreme	High	Moderate
Piscataquis	Competitors	25	38 (+13)	36 (-2)	32 (-4)	25 (-7)	23 (-2)	29 (+6)	31 (+2)	29 (-2)	26 (-3)	31 (+5)	33 (+2)
	HHI	1878	1662 (-216)	1891 (+229)	1652 (-239)	1755 (+103)	1658 (-97)	1780 (+122)	1987 (+207)	2089 (+102)	1803 (-286)	1620 (-183)	1594 (-26)
	Concentration	Extreme	High	Extreme	High	High	High	High	Extreme	Extreme	Extreme	High	High

MFO Market Area		6/1/92-5/31/93	6/1/93-5/31/94	6/1/94-5/31/95	6/1/95-5/31/96	6/1/96-5/31/97	6/1/97-5/31/98	6/1/98-5/31/99	6/1/99-5/31/00	6/1/00-5/31/01	6/1/01-5/31/02	6/1/02-5/31/03	6/1/03-5/31/04
Sagadahoc	Competitors	22	33 (+11)	28 (-5)	31 (+3)	36 (+5)	38 (+2)	38 (no change)	34 (-4)	34 (no change)	38 (+4)	35 (-3)	32 (-3)
	HHI	1502	902 (-600)	935 (+33)	1166 (+231)	1297 (+131)	880 (-417)	770 (-110)	852 (+82)	1561 (+709)	794 (-767)	882 (+88)	1279 (+397)
	Concentration	High	Moderate	Moderate	High	High	Moderate	Moderate	Moderate	High	Moderate	Moderate	High
Somerset	Competitors	58	68 (+10)	68 (no change)	69 (+1)	62 (-7)	76 (+14)	77 (+1)	64 (-13)	68 (+4)	67 (-1)	66 (-1)	65 (-1)
	HHI	2118	1140 (-978)	1722 (+582)	1621 (-101)	1167 (-454)	1048 (-119)	1103 (+55)	2942 (+1839)	1084 (-1858)	1283 (+199)	1163 (-120)	1267 (+104)
	Concentration	Extreme	High	High	High	High	High	High	Extreme	High	High	High	High
Waldo	Competitors	34	48 (+14)	52 (+4)	52 (no change)	57 (+5)	63 (+6)	61 (-2)	60 (-1)	47 (-13)	52 (+5)	53 (+1)	60 (+7)
	HHI	1313	675 (-638)	735 (+60)	637 (-98)	536 (-101)	568 (+32)	597 (+29)	591 (-6)	644 (+53)	510 (-134)	425 (-85)	534 (+109)
	Concentration	High	Moderate	Moderate	Moderate	Moderate	Moderate	Moderate	Moderate	Moderate	Unconcentrated	Unconcentrated	Moderate
Washington	Competitors	48	58 (+10)	53 (-5)	65 (+12)	54 (-11)	53 (-1)	48 (-5)	52 (+4)	39 (-13)	54 (+15)	56 (+2)	54 (-2)
	HHI	1124	1140 (+16)	1328 (+188)	1081 (-247)	1314 (+233)	1508 (+194)	1690 (+182)	1794 (+104)	1698 (-96)	1360 (-338)	1226 (-134)	1252 (+26)
	Concentration	High	High	High	High	High	High	High	High	High	High	High	High
York	Competitors	92	105 (+13)	134 (+29)	126 (-8)	137 (+11)	114 (-23)	127 (+13)	121 (-6)	113 (-8)	115 (+2)	112 (-3)	110 (+2)
	HHI	452	445 (-7)	341 (-104)	396 (+55)	394 (-2)	465 (+71)	462 (-3)	696 (+234)	524 (-172)	504 (-20)	563 (+59)	577 (+14)
	Concentration	Unconcentrated	Unconcentrated	Unconcentrated	Unconcentrated	Unconcentrated	Unconcentrated	Unconcentrated	Moderate	Moderate	Moderate	Moderate	Moderate

HHO Market Area		6/1/92-5/31/93	6/1/93-5/31/94	6/1/94-5/31/95	6/1/95-5/31/96	6/1/96-5/31/97	6/1/97-5/31/98	6/1/98-5/31/99	6/1/99-5/31/00	6/1/00-5/31/01	6/1/01-5/31/02	6/1/02-5/31/03	6/1/03-5/31/04
01. St. John Valley	Competitors	6	7 (+1)	7 (no change)	6 (-1)	9 (+3)	5 (-4)	5 (no change)	6 (+1)	5 (-1)	5 (no change)	5 (no change)	5 (no change)
	HHI	2538	2539 (+1)	2400 (-139)	2513 (+113)	2891 (+378)	2659 (-232)	2793 (+134)	3040 (+247)	3090 (+50)	3794 (+704)	3316 (-478)	3774 (+458)
	Concentration	Extreme	Extreme	High	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme
02. Ashland / Presque Isle	Competitors	19	21 (+2)	22 (+1)	18 (-4)	15 (-3)	18 (+3)	13 (-5)	10 (-13)	10 (no change)	11 (+1)	10 (-1)	11 (+1)
	HHI	1925	1557 (-368)	1531 (-26)	1962 (+431)	2128 (+166)	2179 (+51)	1824 (-355)	2347 (+523)	3287 (+940)	2567 (-720)	2357 (-210)	2294 (-63)
	Concentration	High	Moderate	Moderate	High	High	High	High	High	Extreme	Extreme	High	High
03. Houlton	Competitors	10	8 (-2)	8 (no change)	9 (+1)	9 (no change)	9 (no change)	9 (no change)	10 (+1)	11 (+1)	8 (-3)	6 (-2)	6 (no change)
	HHI	1973	2082 (+109)	1969 (-113)	2051 (+82)	2008 (-43)	1785 (-223)	1955 (+170)	2092 (+137)	1963 (-156)	1803 (-160)	1995 (+192)	2838 (+843)
	Concentration	High	High	High	High	High	Moderate	High	High	High	High	High	Extreme
04. Lincoln	Competitors	10	13 (+3)	11 (-2)	12 (+1)	9 (-3)	10 (+1)	16 (+6)	17 (+1)	15 (+2)	13 (-2)	11 (-2)	12 (+1)
	HHI	1316	1940 (+624)	2469 (+529)	3394 (+925)	3673 (+279)	2164 (-1509)	4036 (+1872)	4260 (+224)	2261 (-1999)	3151 (+890)	1485 (-1666)	1796 (+311)
	Concentration	Moderate	High	High	Extreme	Extreme	High	Extreme	Extreme	High	Extreme	Moderate	Moderate
05. Woodland / Calais	Competitors	9	15 (+6)	9 (-6)	15 (+6)	15 (no change)	10 (-5)	10 (no change)	12 (-2)	10 (-2)	12 (+2)	11 (-1)	11 (no change)
	HHI	3366	2237 (-1129)	2332 (+95)	1631 (-701)	1646 (+15)	1951 (+305)	1593 (-358)	1080 (-513)	1928 (+848)	1885 (-43)	3264 (+1379)	4071 (+807)
	Concentration	Extreme	High	High	Moderate	Moderate	High	Moderate	Moderate	High	High	Extreme	Extreme
06. Cherryfield / Machias	Competitors	10	14 (+4)	7 (-7)	13 (+6)	17 (+4)	9 (-8)	7 (-2)	7 (no change)	6 (-1)	9 (+3)	11 (+2)	11 (no change)
	HHI	2228	2552 (+324)	2066 (-486)	1975 (-91)	1692 (-283)	2311 (+619)	2525 (+214)	3574 (+1049)	3627 (+53)	2784 (-843)	2391 (-393)	3720 (+1329)
	Concentration	High	Extreme	High	High	Moderate	High	Extreme	Extreme	Extreme	Extreme	High	Extreme
07. Old Town	Competitors	10	10 (no change)	11 (+1)	10 (-1)	10 (no change)	11 (+1)	13 (+2)	12 (-1)	11 (-1)	9 (-2)	11 (+2)	11 (no change)
	HHI	1709	1997 (+288)	1631 (-366)	1687 (+56)	1605 (-82)	1732 (+127)	1377 (+355)	1981 (+604)	2105 (+1981)	1935 (-170)	1901 (-34)	1866 (-35)
	Concentration	Moderate	High	Moderate	Moderate	Moderate	Moderate	Moderate	High	High	High	High	High
08. Ellsworth	Competitors	22	20 (-2)	17 (-3)	20 (+3)	18 (-2)	22 (+4)	23 (+1)	25 (+2)	23 (-2)	21 (-2)	19 (-2)	22 (+3)
	HHI	2167	2059 (-108)	2001 (-58)	1973 (-28)	1870 (-103)	1350 (-520)	1605 (+255)	1673 (+68)	1520 (-153)	1231 (-289)	1739 (+508)	1359 (-380)
	Concentration	High	High	High	High	High	Moderate	Moderate	Moderate	Moderate	Moderate	Moderate	Moderate
09. Bangor	Competitors	36	35 (-1)	32 (-3)	37 (+5)	40 (+3)	36 (-4)	26 (-10)	38 (+12)	38 (no change)	37 (-1)	33 (-4)	29 (-4)
	HHI	1633	1342 (-291)	1550 (+208)	1560 (+10)	1104 (-456)	958 (-146)	1079 (+121)	1141 (+62)	1185 (+44)	1031 (-154)	2309 (+1278)	1218 (-1091)
	Concentration	Moderate	Moderate	Moderate	Moderate	Moderate	Unconcentrated	Moderate	Moderate	Moderate	Moderate	High	Moderate
10. Dover-Foxcroft	Competitors	9	9 (no change)	9 (no change)	12 (+3)	10 (-2)	11 (+1)	12 (+1)	13 (+1)	12 (-1)	11 (-1)	12 (+1)	11 (-1)
	HHI	2096	2191 (+95)	2552 (+361)	1886 (-666)	2187 (+301)	2309 (+122)	1969 (-340)	2468 (+499)	2211 (-257)	2130 (-81)	2209 (+79)	2560 (+351)
	Concentration	High	High	Extreme	High	High	High	High	High	High	High	High	Extreme
11. Pittsfield / Newport	Competitors	15	13 (-2)	10 (-3)	13 (+3)	9 (-4)	10 (+1)	12 (+2)	11 (-1)	9 (-2)	9 (no change)	9 (no change)	11 (+2)
	HHI	2096	1693 (-403)	1971 (+278)	1822 (-149)	2071 (+249)	2018 (-53)	2841 (+823)	2835 (-6)	3282 (+447)	2923 (-359)	2428 (-495)	2480 (+52)
	Concentration	High	Moderate	High	High	High	High	Extreme	Extreme	Extreme	Extreme	High	High



HHO Market Area		6/1/92-5/31/93	6/1/93-5/31/94	6/1/94-5/31/95	6/1/95-5/31/96	6/1/96-5/31/97	6/1/97-5/31/98	6/1/98-5/31/99	6/1/99-5/31/00	6/1/00-5/31/01	6/1/01-5/31/02	6/1/02-5/31/03	6/1/03-5/31/04
12. Belfast	Competitors	17	21 (+4)	19 (-2)	17 (-2)	17 (no change)	20 (+3)*	29 (+9)	31 (+2)	31 (no change)	18 (-13)	16 (-2)	18 (+2)
	HHI	984	899 (-85)	1126 (+227)	1184 (+58)	1052 (-132)	2805 (+1753)	945 (-1860)	877 (-68)	720 (-157)	1233 (+513)	1284 (+51)	1942 (-658)
	Concentration	Unconcentrated	Unconcentrated	Moderate	Moderate	Moderate	Extreme	Unconcentrated	Unconcentrated	Unconcentrated	Moderate	Moderate	High
13. Rockland	Competitors	23	31 (+8)	25 (-6)	29 (+4)	29 (no change)	28 (-1)	29 (+1)	26 (-3)	20 (-6)	21 (+1)	21 (no change)	27 (+6)
	HHI	1321	1069 (-252)	1061 (-8)	1125 (+64)	1111 (-24)	1248 (+137)	1263 (+15)	1266 (+3)	2895 (+1629)	1196 (-1699)	1402 (+206)	1343 (-59)
	Concentration	Moderate	Moderate	Moderate	Moderate	Moderate	Moderate	Moderate	Moderate	Extreme	Moderate	Moderate	Moderate
14. Midcoast	Competitors	9	8 (-1)	6 (-2)	9 (+3)	11 (+2)	11 (no change)	9 (-2)	11 (+2)	10 (-1)	8 (-2)	9 (+1)	11 (+2)
	HHI	3680	4190 (+510)	5548 (+1358)	3627 (-1921)	2090 (-1537)	2253 (+163)	2624 (+371)	1655 (-969)	2668 (+1013)	2676 (+8)	2494 (-182)	2081 (-413)
	Concentration	Extreme	Extreme	Extreme	Extreme	High	High	Extreme	Moderate	Extreme	Extreme	High	High
15. Augusta	Competitors	25	30 (+5)	30 (no change)	32 (+2)	30 (-2)	31 (+1)	31 (no change)	31 (no change)	29 (-2)	25 (-4)	28 (+3)	28 (no change)
	HHI	922	714 (-208)	696 (-18)	775 (+79)	777 (+2)	755 (-22)	1489 (+734)	891 (-598)	867 (-24)	740 (-127)	1009 (+269)	887 (-122)
	Concentration	Unconcentrated	Unconcentrated	Unconcentrated	Unconcentrated	Unconcentrated	Unconcentrated	Moderate	Unconcentrated	Unconcentrated	Unconcentrated	Moderate	Unconcentrated
16. Waterville	Competitors	14	14 (no change)	15 (+1)	11 (-4)	11 (no change)	14 (+3)	13 (-1)	13 (no change)	14 (+1)	14 (no change)	14 (no change)	14 (no change)
	HHI	1548	1370 (-178)	1610 (+240)	1539 (-71)	1976 (+437)	1569 (-407)	1837 (+268)	1776 (-61)	1797 (+21)	1793 (-4)	1556 (-237)	1549 (-7)
	Concentration	Moderate	Moderate	Moderate	Moderate	High	Moderate	High	Moderate	Moderate	Moderate	Moderate	Moderate
17. Skowhegan	Competitors	11	12 (+1)	12 (no change)	11 (-1)	15 (+4)	13 (-2)	15 (+2)	13 (-2)	15 (+2)	16 (+1)	17 (+1)	16 (-1)
	HHI	1618	1317 (-301)	1187 (-130)	1244 (+57)	1226 (-18)	1191 (-35)	577 (-614)	1496 (+919)	1362 (-134)	1369 (+7)	1426 (+57)	1555 (+129)
	Concentration	Moderate	Moderate	Moderate	Moderate	Moderate	Moderate	Unconcentrated	Moderate	Moderate	Moderate	Moderate	Moderate
18. Jackman / Greenville	Competitors	3	5 (+2)	4 (-1)	7 (+3)	7 (no change)	5 (-2)	3 (-2)	11 (+8)	5 (-3)	4 (-1)	4 (no change)	4 (no change)
	HHI	5531	3534 (-1997)	3273 (-261)	2134 (-1139)	2058 (-76)	4786 (+2728)	5694 (+908)	2668 (-326)	2361 (-307)	3845 (+1484)	5335 (+1490)	5421 (+86)
	Concentration	Extreme	Extreme	Extreme	High	High	Extreme	Extreme	Extreme	High	Extreme	Extreme	Extreme
19. Farmington	Competitors	12	11 (-1)	10 (-1)	12 (+2)	13 (+1)	12 (-1)	12 (no change)	13 (+1)	11 (-2)	14 (+3)	12 (-2)	13 (+1)
	HHI	2257	2358 (+101)	2012 (-346)	1772 (-240)	1877 (+105)	2290 (+413)	2221 (-69)	2846 (+625)	1945 (-901)	1906 (+15)	2091 (+184)	1977 (-114)
	Concentration	High	High	High	Moderate	High	High	High	Extreme	High	High	High	High
20. Jay	Competitors	5	4 (-1)	3 (-1)	6 (+3)	7 (+1)	7 (no change)	7 (no change)	8 (+1)	6 (-2)	6 (no change)	6 (no change)	3 (-3)
	HHI	3211	3368 (+157)	3462 (+94)	2789 (-673)	3551 (+762)	2749 (-802)	2319 (-430)	4051 (+1732)	3423 (-628)	3185 (-238)	3285 (+100)	4978 (+1693)
	Concentration	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme	High	Extreme	Extreme	Extreme	Extreme	Extreme
21. Lewiston / Auburn	Competitors	14	18 (+4)	18 (no change)	17 (-1)	20 (+3)	20 (no change)	18 (-2)	19 (+1)	20 (+1)	19 (-1)	23 (+4)	22 (-1)
	HHI	1613	1517 (-96)	1448 (-69)	1789 (+341)	1566 (-223)	1481 (-85)	2148 (+667)	1463 (-685)	1509 (+46)	1448 (-61)	1060 (-388)	1102 (+42)
	Concentration	Moderate	Moderate	Moderate	Moderate	Moderate	Moderate	High	Moderate	Moderate	Moderate	Moderate	Moderate
22. Bath / Brunswick	Competitors	11	10 (-1)	9 (-1)	8 (-1)	10 (+2)	11 (+1)	11 (no change)	10 (-1)	10 (no change)	10 (no change)	10 (no change)	10 (no change)
	HHI	1921	2169 (+248)	2081 (-88)	2846 (+765)	1669 (-1177)	1731 (+62)	2130 (+399)	2748 (+618)	3124 (+376)	2216 (-908)	2340 (+124)	2569 (+229)
	Concentration	High	High	High	Extreme	Moderate	Moderate	High	Extreme	Extreme	High	High	Extreme

HHO Market Area		6/1/92-5/31/93	6/1/93-5/31/94	6/1/94-5/31/95	6/1/95-5/31/96	6/1/96-5/31/97	6/1/97-5/31/98	6/1/98-5/31/99	6/1/99-5/31/00	6/1/00-5/31/01	6/1/01-5/31/02	6/1/02-5/31/03	6/1/03-5/31/04
23. Portland	Competitors	32	38 (+6)	35 (-3)	62 (+27)	51 (-11)	76 (+25)	72 (-4)	77 (+5)	69 (-8)	52 (-17)	49 (-3)	49 (no change)
	HHI	1097	1168 (+71)	1020 (-148)	776 (-244)	972 (+196)	775 (-197)	714 (-61)	884 (+170)	744 (-140)	884 (-140)	1152 (+268)	662 (-490)
24. Gray	Concentration	Moderate	Moderate	Moderate	Unconcentrated	Unconcentrated	Unconcentrated	Unconcentrated	Unconcentrated	Unconcentrated	Unconcentrated	Moderate	Unconcentrated
	Competitors	19	15 (-4)	17 (+2)	14 (-3)	12 (-2)	10 (-2)	15 (+5)	15 (no change)	13 (-2)	14 (+1)	13 (-1)	14 (+1)
25. South Paris	HHI	1281	1572 (+291)	1108 (-464)	1172 (+64)	1398 (+226)	1493 (+95)	1641 (+148)	1785 (+144)	3197 (+1412)	1581 (-1616)	1550 (-31)	1539 (-11)
	Concentration	Moderate	Moderate	Moderate	Moderate	Moderate	Moderate	Moderate	Moderate	Extreme	Moderate	Moderate	Moderate
26. Rumford / Rangeley	Competitors	7	7 (no change)	8 (+1)	6 (-2)	7 (+1)	6 (-1)	5 (-1)	5 (no change)	5 (no change)	4 (-1)	5 (+1)	5 (no change)
	HHI	3706	4158 (+452)	3361 (-797)	3903 (+542)	3989 (+86)	3847 (-142)	4170 (+323)	3851 (-319)	3251 (-600)	3994 (+743)	5755 (+1761)	5424 (-331)
27. Bethel	Concentration	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme
	Competitors	7	8 (+1)	8 (no change)	6 (-2)	6 (no change)	5 (-1)	6 (+1)	8 (+2)	7 (-1)	7 (no change)	10 (+3)	9 (-1)
28. Bridgton	HHI	1926	1989 (+63)	2047 (+58)	2889 (+842)	2690 (-199)	3276 (+586)	1250 (-2026)	3317 (+2064)	3011 (-306)	2300 (-711)	2334 (+34)	2031 (-303)
	Concentration	High	High	High	Extreme	Extreme	Extreme	Moderate	Extreme	Extreme	High	High	High
29. Limerick	Competitors	3	5 (+2)	4 (-1)	3 (-1)	5 (+2)	5 (no change)	4 (-1)	3 (-1)	5 (+2)	5 (no change)	5 (no change)	5 (no change)
	HHI	5634	4941 (-693)	5000 (+59)	5000 (no change)	4038 (-962)	3185 (-853)	3308 (+123)	4024 (+716)	2981 (-1043)	2747 (-234)	2820 (+73)	3318 (+498)
30. Sanford	Concentration	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme
	Competitors	7	7 (no change)	8 (+1)	7 (-1)	8 (+1)	8 (no change)	9 (+1)	7 (-2)	7 (no change)	11 (+4)	9 (-2)	8 (-1)
31. Biddeford / Saco	HHI	2400 (estimate)	2689 (estimate)	2443 (estimate)	5235 (estimate)	2554 (estimate)	2199 (-355)	2217 (+18)	2469 (+252)	2836 (+367)	2295 (-541)	2068 (-27)	2662 (+594)
	Concentration	High	Extreme	High	Extreme	Extreme	High	High	High	Extreme	High	High	Extreme
32. York	Competitors	7	7 (no change)	7 (no change)	7 (no change)	6 (-1)	4 (-2)	6 (+2)	8 (+2)	6 (-2)	8 (+2)	7 (-1)	6 (-1)
	HHI	2992	3085 (+93)	2947 (-138)	2273 (-674)	2776 (+503)	2933 (+157)	1979 (-954)	2343 (+364)	3486 (+1143)	3575 (-89)	2478 (-1097)	2184 (-294)
33. Mt. Desert	Concentration	Extreme	Extreme	Extreme	High	Extreme	Extreme	High	High	Extreme	Extreme	High	High
	Competitors	5	6 (+1)	5 (-1)	4 (-1)	5 (+1)	6 (+1)	5 (-1)	6 (+1)	5 (-1)	8 (+3)	7 (-1)	5 (-2)
34. Biddeford / Saco	HHI	4000 (estimate)	4392 (estimate)	4576 (estimate)	4313 (estimate)	3829 (estimate)	4233 (+404)	3715 (-518)	3916 (-201)	4202 (+286)	4103 (-99)	2332 (-1771)	3800 (+1468)
	Concentration	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme	High	Extreme
35. Biddeford / Saco	Competitors	17	21 (+4)	21 (no change)	20 (-1)	21 (+1)	22 (+1)	18 (-4)	21 (+3)	16 (-5)	18 (+2)	19 (+1)	20 (+1)
	HHI	1524	1323 (-201)	1557 (+234)	1025 (-532)	1418 (+393)	2499 (+1081)	1802 (-697)	2063 (+261)	4874 (+2811)	1845 (-3029)	1946 (+101)	1895 (-51)
36. York	Concentration	Moderate	Moderate	Moderate	Moderate	Moderate	High	High	High	Extreme	Moderate	High	High
	Competitors	3	6 (+3)	6 (no change)	9 (+3)	9 (no change)	4 (-5)	8 (+4)	9 (+1)	5 (-4)	5 (no change)	4 (-1)	4 (no change)
37. Mt. Desert	HHI	8000 (estimate)	6855 (estimate)	6380 (estimate)	2146 (estimate)	2842 (estimate)	7311 (estimate)	2752 (-4559)	2568 (-184)	8315 (+5747)	5640 (-2675)	7654 (+2014)	4666 (-2988)
	Concentration	Extreme	Extreme	Extreme	High	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme
38. Mt. Desert	Competitors	9	8 (-1)	10 (+2)	12 (+2)	10 (-2)	8 (-2)	10 (+2)	11 (+1)	9 (-2)	6 (-3)	8 (+1)	8 (no change)
	HHI	2762	4084 (+1322)	4094 (+10)	3352 (-742)	2768 (-584)	2478 (-290)	2789 (+311)	2904 (+115)	3083 (+179)	3380 (+297)	3075 (-305)	2868 (-207)
39. Mt. Desert	Concentration	High	High	Extreme	Extreme	Extreme	High	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme
	Competitors	9	8 (-1)	10 (+2)	12 (+2)	10 (-2)	8 (-2)	10 (+2)	11 (+1)	9 (-2)	6 (-3)	8 (+1)	8 (no change)
	HHI	2762	4084 (+1322)	4094 (+10)	3352 (-742)	2768 (-584)	2478 (-290)	2789 (+311)	2904 (+115)	3083 (+179)	3380 (+297)	3075 (-305)	2868 (-207)
	Concentration	High	High	Extreme	Extreme	Extreme	High	Extreme	Extreme	Extreme	Extreme	Extreme	Extreme

MFO MARKET RANK													
Market	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	Average Rank
Androscoggin	3	4	5	3	4	5	6	6	6	6	5	5	5
Aroostook	12	12	13	13	13	14	14	13	11	13	13	16	13
Cumberland	1	1	2	1	1	1	1	1	1	1	1	2	1
Franklin	9	6	11	11	8	10	9	12	8	10	11	13	10
Hancock	7	5	6	6	5	5	4	4	4	5	3	3	5
Kennebec	8	9	10	8	7	7	7	10	7	8	7	6	8
Knox	4	3	3	4	3	2	2	2	3	4	6	8	4
Lincoln	5	8	7	9	9	12	12	9	10	9	9	12	9
Oxford	14	15	12	14	11	13	10	7	12	14	16	15	13
Penobscot	6	10	8	7	10	8	11	11	15	16	15	7	10
Piscataquis	15	16	16	16	16	16	16	15	16	15	14	14	15
Sagadahoc	13	11	9	12	14	9	8	8	13	7	8	11	10
Somerset	16	14	15	15	12	11	13	16	9	11	10	10	13
Waldo	11	7	5	5	6	6	5	3	5	3	2	1	5
Washington	10	13	14	10	15	15	15	14	14	12	12	9	13
York	2	2	1	2	2	3	3	5	2	2	4	4	3

HHO MARKET RANK														
Market	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	Average Rank	
1 St. John Valley	23	22	21	23	28	24	27	26	22	29	30	27	25	
2 Ashland/Presque Isle	14	10	16	16	21	16	13	17	28	20	21	18	18	
3 Houlton	16	17	13	19	17	12	15	15	11	11	13	23	15	
4 Lincoln	5	13	23	28	30	15	31	33	14	5	7	10	18	
5 Woodland/Calais	27	20	20	10	11	13	9	4	9	13	28	29	16	
6 Cherryfield/Machias	20	23	18	18	13	21	23	28	30	23	22	26	22	
7 Old Town	12	15	12	11	10	11	7	13	12	15	11	11	12	
8 Ellsworth	19	16	15	17	14	6	10	10	7	5	10	6	11	
9 Bangor	11	7	9	9	4	3	4	5	4	3	17	4	7	
10 Dover-Foxcroft	17	19	24	15	22	20	16	18	13	16	16	20	18	
11 Pittsfield/Newport	18	12	14	14	19	14	28	23	26	24	23	19	20	
12 Belfast	2	2	5	6	3	26	3	1	1	6	4	13	6	
13 Rockland	6	2	3	4	5	5	6	6	18	4	4	4	6	
14 MidCoast	28	30	32	29	20	18	24	9	16	21	25	16	22	
15 Augusta	1	1	1	1	1	1	8	3	3	1	1	2	2	
16 Waterville	8	8	11	8	16	9	14	11	8	10	9	8	10	
17 Skowhegan	10	5	6	7	6	4	1	8	5	7	6	9	6	
18 Jackman/Greenville	31	27	26	20	18	32	33	21	15	30	31	32	26	
19 Farmington	21	21	16	12	15	19	21	21	10	14	15	14	17	
20 Jay	26	26	29	24	29	25	22	32	28	26	29	31	27	
21 Lewiston/Auburn	9	9	8	13	9	7	19	7	6	9	2	3	8	
22 Bath/Brunswick	13	18	19	25	12	10	18	22	23	17	20	21	18	
23 Portland	3	4	2	2	2	2	2	2	2	2	3	1	2	
24 Gray	4	11	4	5	7	8	11	12	24	9	8	7	9	
25 South Paris	29	29	27	30	32	30	32	29	25	31	32	33	30	
26 Rumford/Rangeley	15	15	17	26	24	29	5	27	20	19	20	15	19	
27 Bethel	32	32	31	32	33	28	29	31	19	22	26	25	28	
28 Bridgton	22	24	22	33	23	17	20	19	17	18	14	22	21	
29 Limerick	25	25	25	22	26	27	17	16	29	28	24	17	23	
30 Sanford	30	31	30	31	31	31	30	30	31	32	18	28	29	
31 Biddeford/Saco	7	6	10	3	8	23	12	14	31	12	12	12	13	
32 York	33	33	33	21	27	33	25	20	33	33	33	30	30	
33 Mt. Desert	24	28	29	27	25	22	26	25	21	27	27	24	25	

MFO Market Area	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	Average HHI	2004 Over Average HHI	HHI Range
Androscoggin	482	511	547	530	482	512	610	699	691	754	683	792	608	184	492 - 482
Aroostook	1343	1073	1323	1176	1216	1426	1268	1271	1521	1462	1387	1716	1349	368	1716 - 1176
Cumberland	415	416	475	394	356	345	386	451	520	387	407	535	424	111	535 - 356
Franklin	1006	673	1203	1147	895	999	941	1191	1036	1219	1185	1474	1081	393	1185 - 673
Hancock	972	580	791	703	500	544	572	643	636	654	524	569	641	-72	972 - 500
Kennebec	974	785	1064	872	802	826	625	969	777	734	875	830	844	-14	1064 - 625
Knox	510	503	528	530	430	427	456	494	612	537	688	950	555	395	950 - 427
Lincoln	714	721	837	1054	900	1065	1075	950	1358	1085	1039	1361	1013	348	1361 - 714
Oxford	1594	1331	1223	1186	1079	1239	1002	702	1549	1595	1784	1630	1326	304	1630 - 702
Penobscot	971	799	862	870	903	831	1049	1050	2061	2145	1659	937	1178	-241	2145 - 799
Piscataquis	1878	1662	1891	1652	1755	1658	1780	1987	2089	1803	1620	1594	1781	-187	2089 - 1594
Sagadahoc	1502	902	935	1166	1297	880	770	852	1561	794	882	1279	1068	211	1561 - 770
Somerset	2118	1140	1722	1621	1167	1048	1103	2942	1084	1283	1163	1267	1472	-205	2942 - 1048
Waldo	1313	675	735	637	536	568	597	591	644	510	425	534	647	-113	1313 - 425
Washington	1124	1140	1328	1081	1314	1508	1690	1794	1698	1360	1226	1252	1376	-124	1794 - 1124
York	452	445	341	396	394	465	462	696	524	504	563	577	485	92	696 - 341

HHO Market Area	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	Average HHI	2004 Over Average HHI	HHI Range
01. St. John Valley	2538	2539	2400	2513	2891	2659	2793	3040	3090	3794	3316	3774	2946	828	3794 - 2400
02. Ashland /Presque Isle	1925	1557	1531	1962	2128	2179	1824	2347	3287	2567	2357	2294	2163	131	3287 - 1531
03. Houlton	1973	2082	1969	2051	2008	1785	1955	2092	1963	1803	1995	2838	2043	795	2092 - 1963
04. Lincoln	1316	1940	2469	3394	3673	2164	4036	4260	2261	3151	1485	1796	2662	-866	4260 - 1316
05. Woodland /Calais	3366	2237	2332	1631	1646	1951	1593	1080	1928	1885	3264	4071	2249	1822	4071 - 1080
06. Cherryfield / Machias	2228	2552	2066	1975	1692	2311	2525	3574	3627	2784	2391	3720	2620	1100	3720 - 1692
07. Old Town	1709	1997	1631	1687	1605	1732	1377	1981	2105	1935	1901	1866	1794	72	2105 - 1605
08. Ellsworth	2167	2059	2001	1973	1870	1350	1605	1673	1520	1231	1739	1359	1712	-353	2167 - 1231
09. Bangor	1633	1342	1550	1560	1104	958	1079	1141	1185	1031	2309	1218	1343	-125	2309 - 958
10. Dover-Foxcroft	2096	2191	2552	1886	2187	2309	1969	2468	2211	2130	2209	2560	2231	329	2560 - 1969
11. Pittsfield /Newport	2096	1693	1971	1822	2071	2018	2841	2835	3282	2923	2428	2480	2372	108	3282 - 1822
12. Belfast	984	899	1126	1184	1052	2805	945	877	720	1233	1284	1942	1254	688	2805 - 720
13. Rockland	1321	1069	1061	1125	1111	1248	1263	1266	2895	1196	1402	1343	1358	-15	2895 - 1061
14. Midcoast	3680	4190	5548	3627	2090	2253	2624	1655	2668	2676	2494	2081	2966	-885	5548 - 1655
15. Augusta	922	714	696	775	777	755	1489	891	867	740	1009	887	877	10	1489 - 696
16. Waterville	1548	1370	1610	1539	1976	1569	1837	1776	1797	1793	1556	1549	1660	-111	1837 - 1370
17. Skowhegan	1618	1317	1187	1244	1226	1191	577	1496	1362	1369	1426	1555	1297	258	1618 - 577
18. Jackman /Greenville	5531	3534	3273	2134	2058	4786	5694	2668	2361	3845	5335	5421	3887	1534	5694 - 2058
19. Farmington	2257	2358	2012	1772	1877	2290	2221	2846	1945	1906	2091	1977	2129	-152	2846 - 1772
20. Jay	3211	3368	3462	2789	3551	2749	2319	4051	3423	3185	3285	4978	3364	1614	4978 - 2319
21. Lewiston /Auburn	1613	1517	1448	1789	1566	1481	2148	1463	1509	1448	1060	1102	1512	-410	2148 - 1102
22. Bath / Brunswick	1921	2169	2081	2846	1669	1731	2130	2748	3124	2216	2340	2569	2295	274	3124 - 1669
23. Portland	1097	1168	1020	776	972	775	714	884	744	884	1152	662	904	-242	1168 - 662
24. Gray	1281	1572	1108	1172	1398	1493	1641	1785	3197	1581	1550	1539	1610	-71	3197 - 1108
25. South Paris	3706	4158	3361	3903	3989	3847	4170	3851	3251	3994	5755	5424	4117	1307	5755 - 3251
26. Rumford /Rangeley	1926	1989	2047	2889	2690	3276	1250	3317	3011	2300	2334	2031	2422	-391	3317 - 1926
27. Bethel	5634	4941	5000	5000	4038	3185	3308	4024	2981	2747	2820	3318	3916	-598	5634 - 2747
28. Bridgton	2400	2689	2443	5235	2554	2199	2217	2469	2836	2295	2068	2662	2672	-10	5235 - 2199
29. Limerick	2992	3085	2947	2273	2776	2933	1979	2343	3486	3575	2478	2184	2754	-570	3575 - 1979
30. Sanford	4000	4392	4576	4313	3829	4233	3715	3916	4202	4103	2332	3800	3951	-151	4576 - 2332
31. Biddeford /Saco	1524	1323	1557	1025	1418	2499	1802	2063	4874	1845	1946	1895	1981	-86	4874 - 1025
32. York	8000	6855	6380	2146	2842	7311	2752	2568	8315	5640	7654	4666	5427	-761	8315 - 2146
33. Mt. Desert	2762	4084	4094	3352	2768	2478	2789	2904	3083	3380	3075	2868	3136	-268	4094 - 2478