



For the week ending January 5, 2019

National Stations: Volume Moves for the Week

Slow Beginning

National average gasoline demand started the new year on the back foot.

Volume for the week ending January 5th fell by 3% from the previous week, according to an exclusive OPIS survey of nearly 15,000 retail outlets.

Another worrying sign is the 3.2% year-on-year drop for the first partial week of 2019, which could extend the bearish tone for the national gasoline demand in the new year.

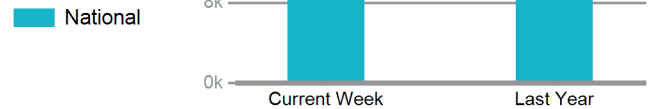
Demand was down 11.1% from a month ago with a staggering 82% of stations across the nation reporting a decline. This is due to the ongoing winter school break and workers slowly returning to work after the festive season.

The four-week rolling average was 2.6% lower than the corresponding period in 2018.

All five regional markets covered by OPIS were weaker, with a wide range seen for the regional percentage drops from minus 0.2% to minus 6.9%. The weakest regional performer was the Midcontinent.

The year-to-date OPIS average store volume change was 3.2% lower than the corresponding period in the previous year. This was compared with a 1.2% drop for 2018 demand versus 2017.

Average Weekly Station Volume* (in Gallons)



Average Volume

	Last Year	Last Month	Last Week	4 Week
National	-3.2%	-11.1%	-3.0%	-2.6%

Median Volume

	Last Year	Last Month	Last Week	4 Week
National	-5.6%	-12.0%	-2.9%	-3.9%

Average = An average of all sites this week that had volumes for the same compared period. **Median** = The median volume of all sites this week that had volumes for the same compared period.

* See [Methodology Page](#) for Details

National Stations: Percentage with Volumes Up or Down

Criteria	Last Year	Last Month	Last Week	4 Week
Over 10% Gain	19.3 %	8.7 %	12.7 %	17.2 %
5% to 9.99%	7.8 %	3.6 %	11.2 %	8.0 %
2% to 4.99%	6.1 %	3.1 %	10.7 %	7.4 %
0% to 1.99%	4.7 %	2.6 %	8.5 %	5.7 %
< 0% to -1.99%	4.7 %	3.2 %	8.7 %	6.8 %
-2% to -4.99%	7.8 %	5.7 %	13.1 %	10.4 %
-5% to -9.99%	13.4 %	13.2 %	15.4 %	16.2 %
Over 10% Drop	36.2 %	60.0 %	19.7 %	28.2 %
Overall Up	37.9 %	18.0 %	43.0 %	38.4 %
Overall Down	62.1 %	82.0 %	57.0 %	61.6 %
Average Change Per Site	-2.8 %	-10.2 %	-1.7 %	-1.8 %
Median Change Per Site	-4.8 %	-13.0 %	-1.6 %	-3.4 %
Most Common Change Per Site	-9.3 %	-13.5 %	-2.8 %	-10.8 %

Last Year: This week's station volumes compared to station volumes from same-week prior year.

Last Month: This week's station volumes compared to station volumes from 4 weeks prior.

Last Week: This week's station volumes compared to station volumes from prior week.

4-Week Rolling: A rolling average of the most recent 4-week period's station volumes compared to station volumes from the same 4-week period from prior year.

Receive
Substantial
Discounts...

by confidentially
adding your weekly
store volume data
into this report.

Contact **Brian Norris** at 301-284-2057
for more information

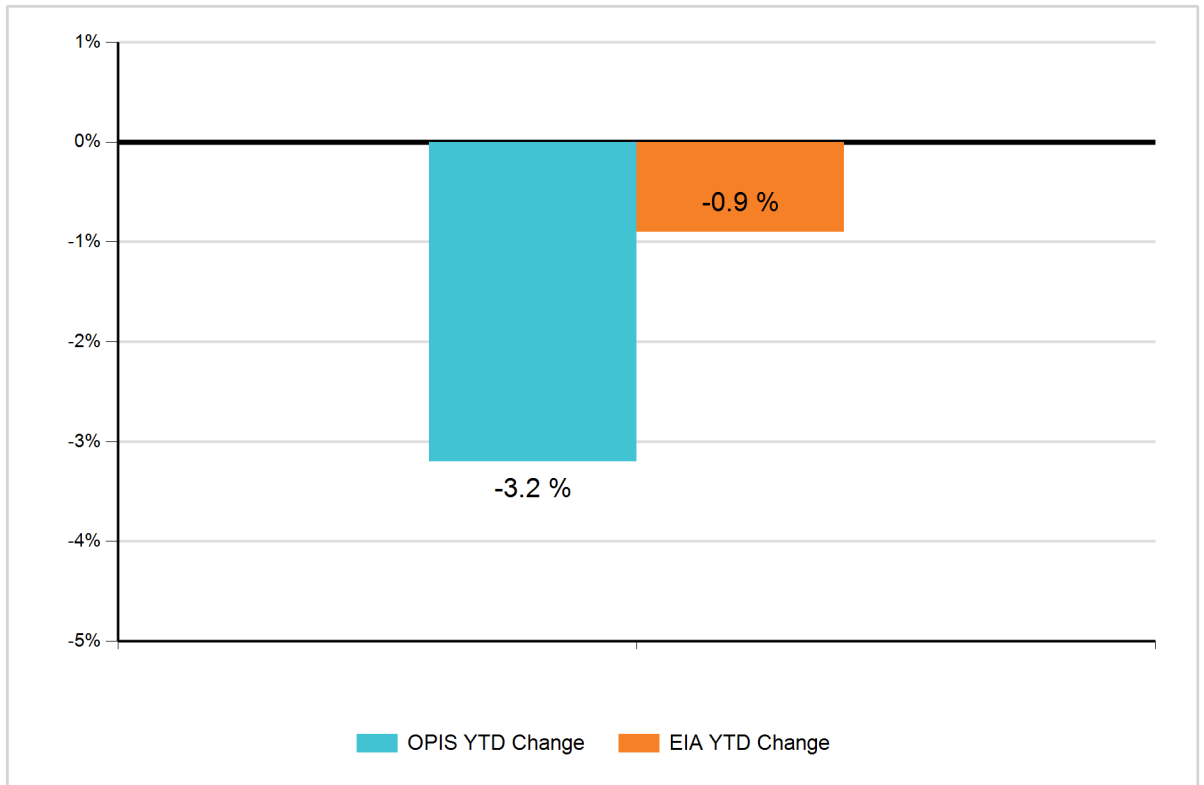
For more details on volume analysis by state, please call Customer Service at 301.284.2000



For the week ending January 5, 2019

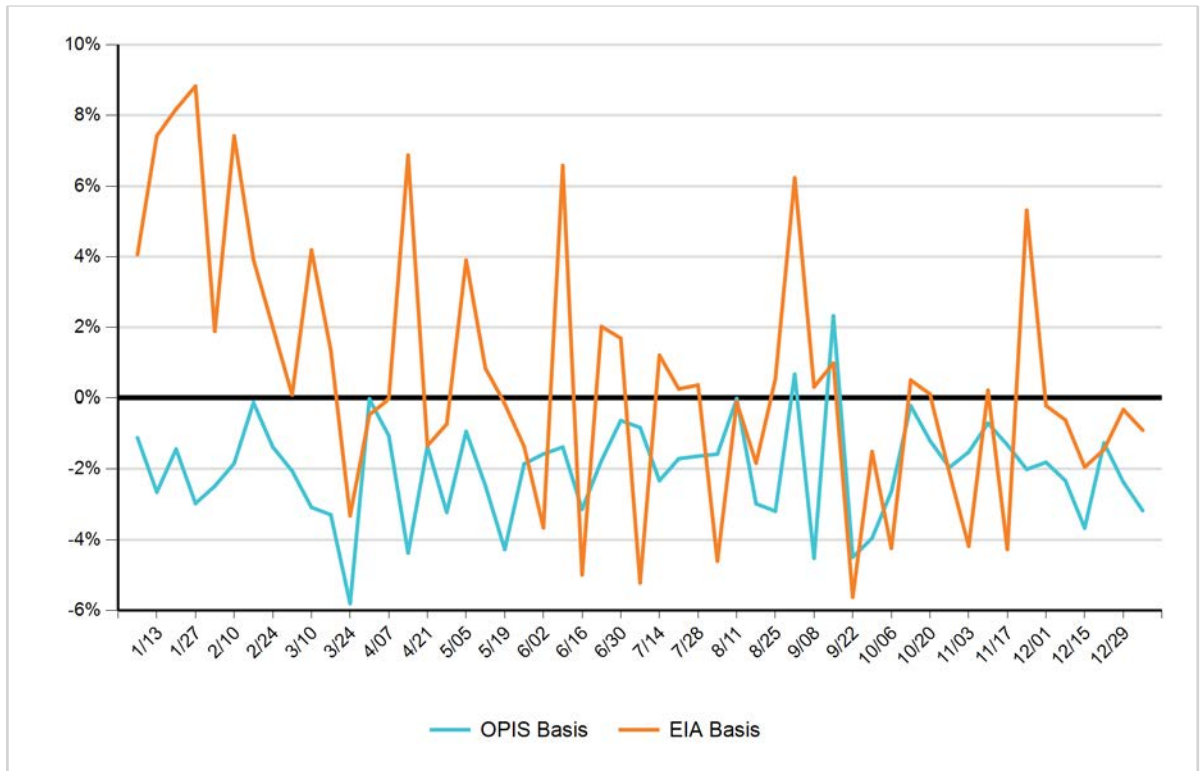
Year-to-Date OPIS Average Store Volume Change vs. EIA Year-to-Date Change

Year-to-Date percentage change versus same year-to-date period from prior year for OPIS Average Store Volumes versus EIA Demand



Weekly OPIS Basis vs. EIA Basis Year Over Year

Weekly percentage change in OPIS Average Store Volumes for this week versus same-week prior year compared to the percentage change of this week's EIA Demand versus same-week prior year



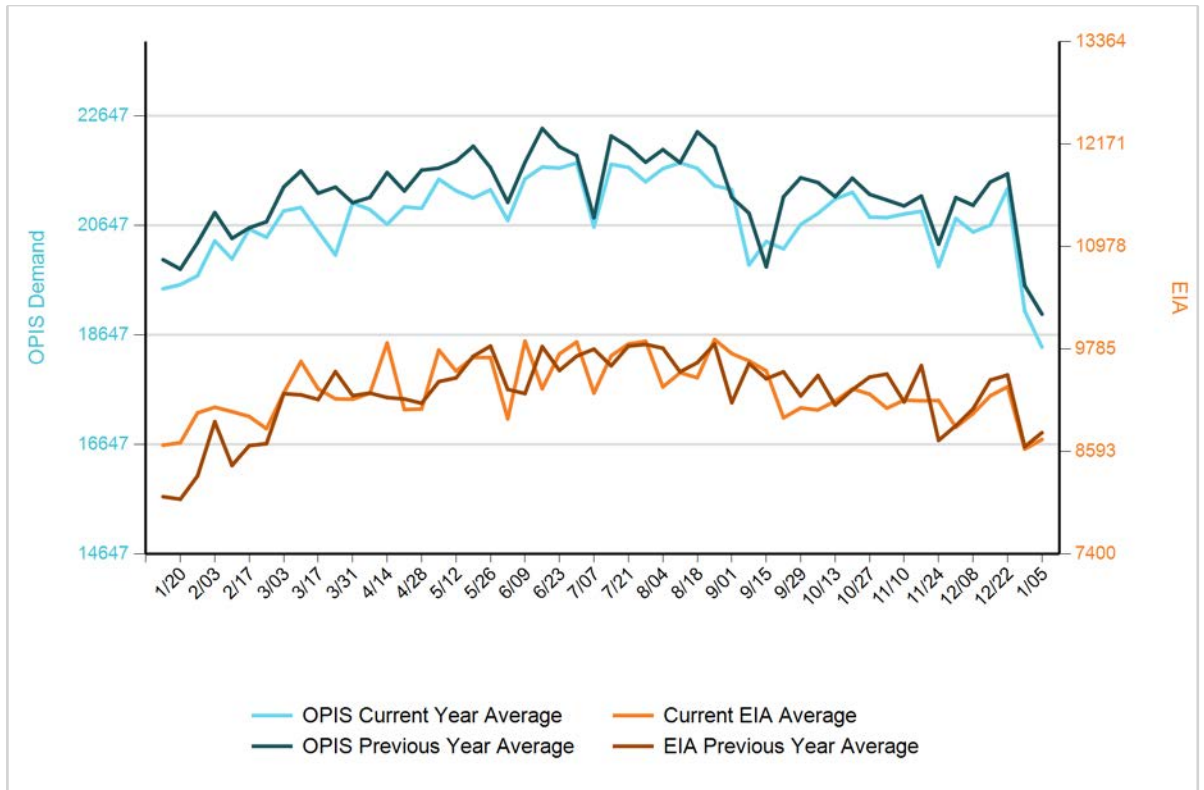
For more details on volume analysis by state, please call Customer Service at 301.284.2000



For the week ending January 5, 2019

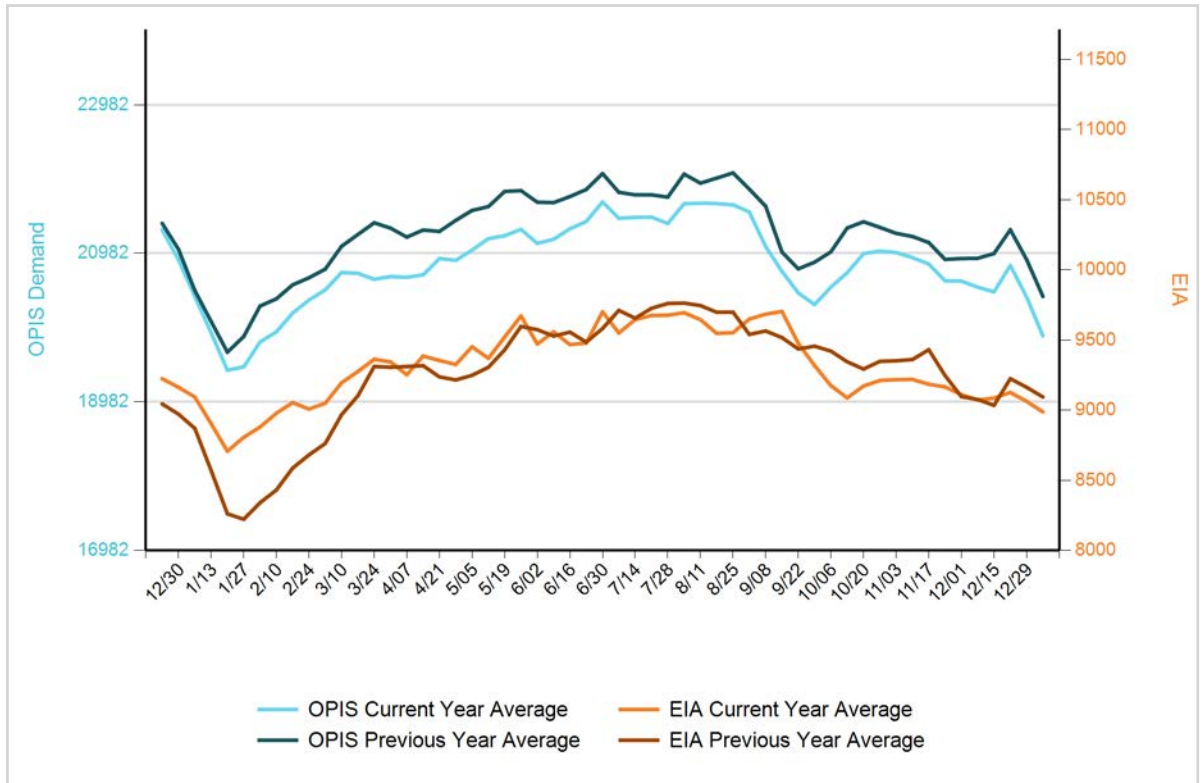
Weekly Average Volumes per Site for Past 52 Weeks vs. EIA Implied Demand

The Weekly OPIS Average Store Volumes versus EIA Demand for both current and prior years



4-Week Average Store Volume Rolling Demand vs. EIA 4-Week Rolling Demand

The 4-Week Rolling OPIS Store Volume Average versus the 4-Week Rolling EIA Average for both current and prior years.



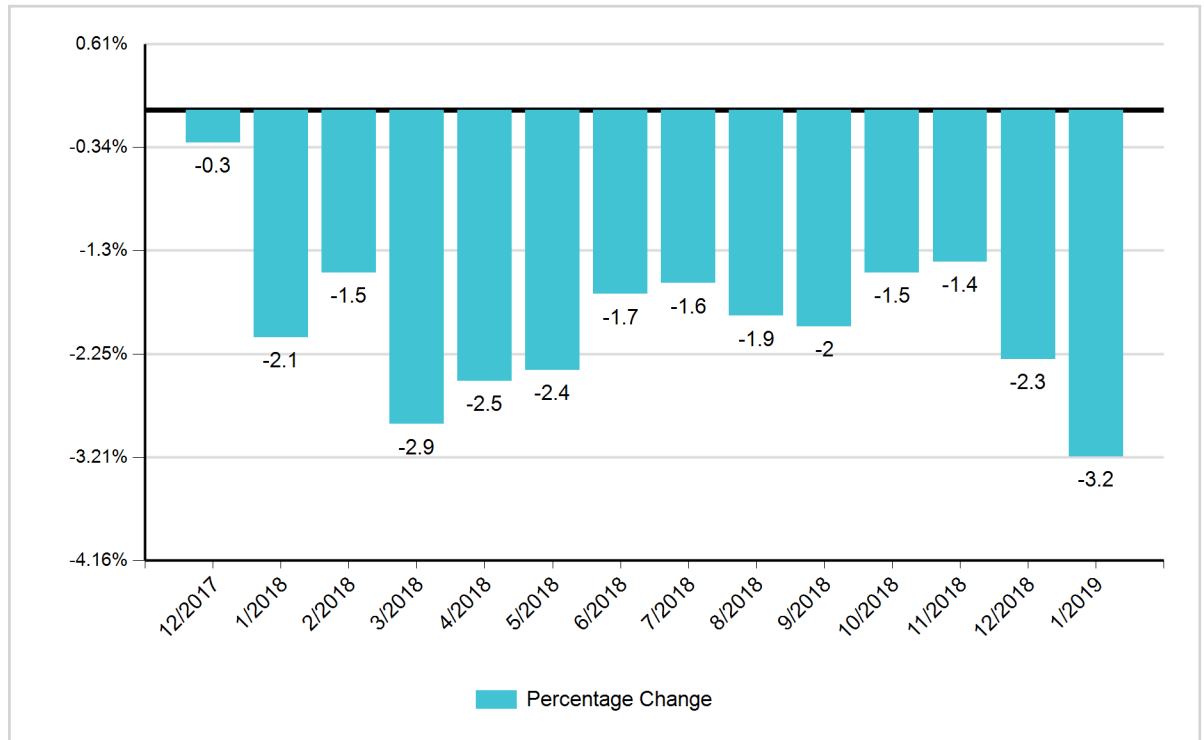
For more details on volume analysis by state, please call Customer Service at 301.284.2000



For the week ending January 5, 2019

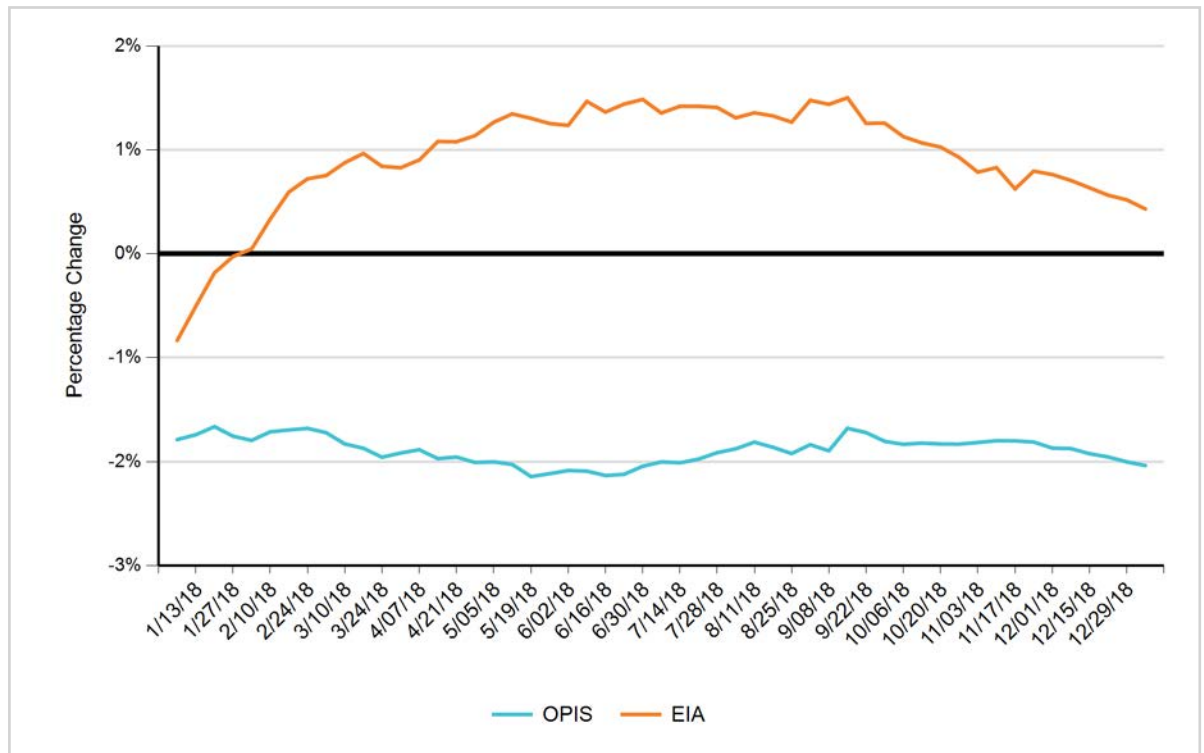
Monthly Volume Change Compared To Same Month Previous Year

The Monthly OPIS Average Store Volume Percentage Change versus the same month of the prior year



52 Week Rolling Average Year Over Year Change

A rolling chart of the 52-Week OPIS Average Store Volume Percentage Change versus the 52-Week EIA Average Demand Percentage Change for the most recent 52-week period compared to the same 52-week period for the prior year



For more details on volume analysis by state, please call Customer Service at 301.284.2000



For the week ending January 5, 2019



SELL MORE FUEL

5 Tools. One Powerful Solution.

PricePro



Protect Margins and Volumes

AnalyticsPro



Track Fuel Trends

MarginPro



Rate Fuel Profitability

MarketSharePro



Increase Brand Power

DemandPro



Benchmark Fuel Volumes



OPIS RetailSuite

Fuel Your Profits

For a free demo call +1.301.284.2000 or visit info.opisnet.com/retailsuite-trials

OPIS Demand Methodology: OPIS Demand is the authoritative, independent regional benchmark for weekly gasoline sales volume performance, showing aggregated data at the state, regional, and national levels. Data collected and released is for prior-week sales.

Volume data is confidentially collected directly from retailers electronically, with a mix of high-volume and low-volume sites. National chains, regional chains, new era marketers, and branded retailers are all included in the dataset, providing the most accurate view of individual markets.

OPIS releases regional reports once a region has enough coverage and outlet diversity, to guarantee the confidentiality of all data providers. OPIS will never reveal sources of volume information under any circumstances.

Retailers providing data included in the OPIS Demand report receive substantial discounts on the subscription cost. For more information on how to confidentially and securely provide your volume data in the weekly surveys in exchange for discounted rates, please contact Brian Norris via email at BNorris@opisnet.com or via phone at 301.284.2057.

For the full OPIS Demand report methodology, please visit our website at <http://www.opisnet.com/about/methodology.aspx>.

Vice President Business Development - Retail
Fred Rozell | 732.730.2568
FRozell@opisnet.com

Director - Retail Data and Product Management
Brian Norris | 301.284.2057
BNorris@opisnet.com

Senior Business Development Associate
Danielle Levine | 301.284.2033
DLevine@opisnet.com

Senior Business Development Associate
Kelsey Lu | 301.284.2037
KLu@opisnet.com

Business Development Associate
Steve Hogan | 301.284.2182
SHogan@opisnet.com

Retail Divisional Information Officer
Carolyn Connors | 301.284.1981
CConnors@opisnet.com

Retail Senior Development Project Manager
Jason Wesley
JWesley@opisnet.com

Retail Development Project Manager
Angela Rowland
ARowland@opisnet.com

Senior Software Engineer
Sean Clancy
SClancy@opisnet.com

Software Engineer
Mircea Nedelcu
MNedelcu@opisnet.com

Software Engineer
Daniel Sabbagh
DSabbagh@opisnet.com

Associate Software Engineer
Shaan Verma
SVerma@opisnet.com

Retail Senior Development Project Manager
Greg Blake
gblake@opisnet.com

Director of Database Development
Gabriel Potter
GPotter@opisnet.com

Database Developer
Tyler Kendall
TKendall@opisnet.com

Database Developer
Scott Brandon
SBrandon@opisnet.com

Associate II SQA Engineer
Erin Toomey
EToomey@opisnet.com

Senior UI Designer
Lori Blake
LBlake@opisnet.com

Chief Oil Analyst
Denton Cinquegrana
732.730.2567
DCinquegrana@opisnet.com

Executive Editor - News
Edgar Ang | 832.679.7221
EAng@opisnet.com

For more details on volume analysis by state, please call Customer Service at 301.284.2000