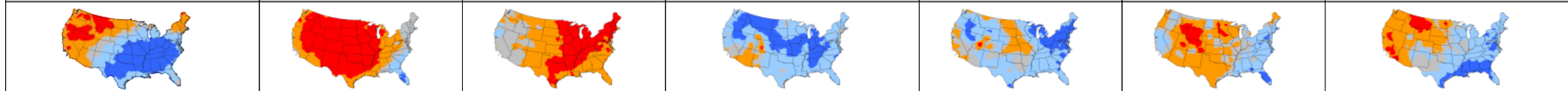




YEAR-AHEAD Winter Seasonal Heating Category

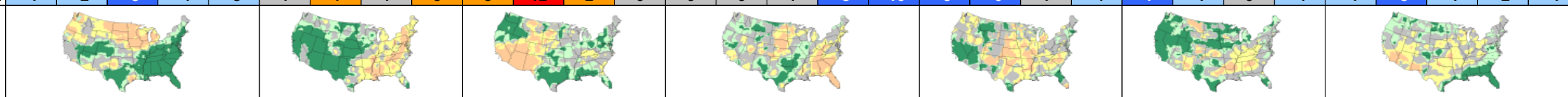
- MC Much Colder < -5°F
- C Colder -5°F to -1°F
- S Similar -1°F to +1°F
- W Warmer +1°F to +5°F
- MW Much Warmer >+5°F

5-Sep	12-Sep	19-Sep	26-Sep	3-Oct	10-Oct	17-Oct	24-Oct	31-Oct	7-Nov	14-Nov	21-Nov	28-Nov	5-Dec	12-Dec	19-Dec	26-Dec	2-Jan	9-Jan	16-Jan	23-Jan	30-Jan	6-Feb	13-Feb	20-Feb	27-Feb	6-Mar	13-Mar	20-Mar	27-Mar	3-Apr
SEPTEMBER					OCTOBER				NOVEMBER				DECEMBER				JANUARY				FEBRUARY				MARCH					



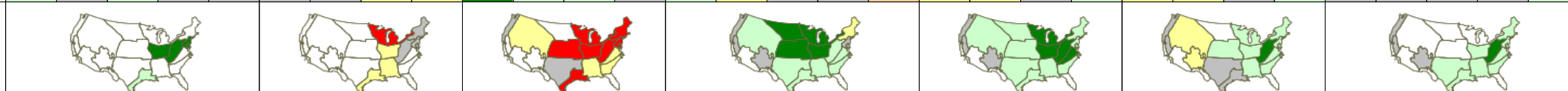
National Temperature Forecast	73°	72°	68°	67°	64°	61°	61°	57°	54°	52°	52°	47°	45°	41°	41°	38°	37°	33°	32°	34°	37°	36°	34°	37°	40°	40°	44°	46°	49°	50°	51°
National Temperature Forecast vs LY	-1	-2	-5	-4	-3	1	4	1	5	5	12	2	0	0	0	1	-8	-10	-9	-6	1	-4	-7	-1	0	-1	-4	-5	-1	-2	-1

- MW Much Wetter >200%
- W Wetter 125% to 200%
- S Similar 75% to 125%
- D Drier 50% to 75%
- MD Much Drier <50%



National Precipitation Index	4153"	3847"	4261"	3554"	3713"	3669"	3608"	4097"	3446"	3411"	3706"	3979"	3778"	3624"	3766"	2987"	3135"	2318"	2851"	2759"	2961"	3207"	3659"	2929"	2867"	3442"	3753"	3720"	4218"	4176"	4192"
National Precipitation Forecast vs LY	143%	93%	167%	121%	92%	100%	79%	63%	57%	204%	189%	135%	86%	140%	71%	102%	87%	37%	65%	60%	88%	172%	69%	63%	106%	136%	120%	111%	85%	81%	151%

- VF Very Favorable >=+10%
- F Favorable +2.5% to +10%
- S Similar -2.5% to +2.5%
- U Unfavorable -2.5% to -10%
- VU Very Unfavorable <=-10%



Holidays		H			SURGE				H				H					H	H	H	H	PEAK		H			H	CLEARANCE		H		H
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Sales vs LY Forecast Legend		SEPTEMBER					OCTOBER				NOVEMBER				DECEMBER				JANUARY				FEBRUARY				MARCH				Season	
>= +10%	Very Favorable	5-Sep	12-Sep	19-Sep	26-Sep	3-Oct	10-Oct	17-Oct	24-Oct	31-Oct	7-Nov	14-Nov	21-Nov	28-Nov	5-Dec	12-Dec	19-Dec	26-Dec	2-Jan	9-Jan	16-Jan	23-Jan	30-Jan	6-Feb	13-Feb	20-Feb	27-Feb	6-Mar	13-Mar	20-Mar		27-Mar

NATIONAL WEEKLY SALES	5%	5%	6%	11%	21%	3%	-14%	-2%	-6%	-15%	-30%	-4%	-1%	-1%	-1%	-3%	19%	22%	19%	8%	-1%	7%	10%	2%	0%	1%	3%	9%	4%	3%	2%	6%
DC - ALTOONA					22%	2%	-17%	0%	3%	-20%	-32%	-14%	-1%	-9%	-5%	-16%	20%	44%	32%	31%	-3%	18%	34%	10%	4%	8%	9%	19%	4%	6%	13%	13%
DC - ANCHORAGE				-4%	2%	1%	-3%	8%	15%	3%	16%	24%	26%	8%	24%	-4%	-12%	0%	-44%	-18%	-12%	-11%	21%	-9%	-5%	-36%	-22%	-8%	30%		-8%	
DC - ATLANTA				45%	18%	-12%	-1%	-2%	-5%	-17%	2%	3%	2%	-2%	1%	12%	21%	20%	17%	-6%	-1%	11%	11%	7%	0%	-1%	1%	8%	8%	7%	1%	6%
DC - BILLINGS									-6%	-11%	10%	-12%	8%	6%	24%	27%	27%	16%	-24%	13%	22%	-3%										12%
DC - BIRMINGHAM									-6%	-6%	-20%	-2%	4%	0%	1%	2%	13%	18%	18%	11%	-4%	-1%	9%	7%	1%	-2%	2%	7%	6%	9%	1%	6%
DC - BOSTON						0%	-4%	1%	4%	-11%	-25%	-12%	-2%	-16%	-2%	-12%	7%	12%	10%	7%	0%	14%	11%	4%	1%	7%	3%	11%	3%	0%	0%	3%
DC - CHARLESTON					39%	16%	-13%	2%	3%	-19%	-30%	-7%	0%	-1%	-4%	26%	49%	38%	36%	-3%	15%	38%	11%	5%	6%	8%	20%	8%	12%	11%	16%	
DC - CHARLOTTE					38%	20%	-9%	2%	3%	-9%	-21%	-1%	1%	1%	-6%	2%	9%	32%	26%	19%	-4%	1%	17%	11%	-1%	2%	1%	10%	9%	5%	3%	8%
DC - CHICAGO				10%	14%	0%	-24%	-9%	-25%	-28%	-10%	6%	3%	-2%	-4%	41%	36%	29%	9%	1%	11%	21%	-4%	1%	4%	6%	5%	-4%	-1%	4%	11%	
DC - COLUMBIA									-4%	-17%	-2%	0%	0%	-3%	-2%	7%	20%	16%	17%	-4%	-1%	10%	8%	-2%	0%	0%	7%	7%	4%	0%	5%	
DC - COLUMBUS				17%	30%	7%	-13%	5%	-4%	-20%	-42%	-7%	2%	1%	0%	-9%	26%	43%	45%	30%	1%	14%	21%	2%	2%	1%	5%	13%	-3%	5%	14%	
DC - DALLAS	4%	7%	7%	8%	13%	-1%	-12%	-5%	-15%	-10%	-32%	-3%	4%	7%	1%	-9%	22%	6%	15%	12%	-5%	-2%	5%	-6%	-4%	-5%	2%	13%	2%	9%	-4%	3%
DC - DENVER										-6%	-9%	3%	-19%	4%	9%	4%	22%	5%	13%	2%	4%	4%	-6%	-5%	-6%	-5%	8%	6%	-2%	-4%	-1%	3%
DC - DETROIT						4%	-16%	-3%	-7%	-21%	-51%	-12%	2%	-3%	1%	-3%	31%	40%	32%	14%	5%	14%	20%	2%	3%	5%					12%	
DC - FRESNO										8%	8%	7%	-11%	7%	2%	1%	2%	1%	0%	-2%	-1%	1%	-3%	-2%	2%	5%	3%	1%	-4%	-4%	-2%	1%
DC - HOUSTON	5%	5%	3%	4%	10%	1%	-3%	-4%	-12%	-7%	-29%	0%	18%	11%	5%	-8%	11%	6%	10%	16%	-5%	-2%	8%	0%	-2%	-6%	6%	17%	9%	13%	-2%	3%
DC - INDIANAPOLIS				15%	27%	2%	-19%	1%	-11%	-22%	-46%	-12%	4%	2%	-1%	-7%	33%	41%	37%	17%	0%	6%	19%	-3%	2%	-1%	5%	8%	-2%	2%	4%	11%
DC - JACKSONVILLE								2%	3%	-11%	-2%	-1%	-2%	3%	-3%	9%	18%	11%	21%	-3%	-2%	6%	10%	3%	0%	3%	7%	10%	9%	1%	5%	
DC - KANSAS CITY										-20%	-44%	2%	0%	4%	2%	-2%	46%	22%	30%	2%	-7%	0%	4%	-3%	-3%	0%	4%	8%				7%
DC - LOS ANGELES					35%	15%	-9%	-3%	9%	-7%	-13%	-4%	-2%	1%	7%	-3%	15%	28%	22%	23%	1%	13%	27%	14%	4%	10%	11%	27%	16%	6%	19%	12%
DC - MEMPHIS			13%	29%	0%	-20%	-1%	-10%	-15%	-31%	-4%	4%	4%	-1%	-3%	24%	19%	27%	10%	-6%	1%	10%	1%	0%	0%	4%	6%	1%	7%	2%	7%	
DC - MINNEAPOLIS						-7%	-17%	-5%	-24%	-36%	-52%	-1%	6%	3%	-27%	-5%	34%	32%	15%	-2%	4%	11%	7%	-12%	-11%	7%					4%	
DC - NEW JERSEY				2%	4%	-5%	-2%	7%	-12%	-22%	-11%	-3%	-13%	-2%	-13%	6%	12%	14%	11%	1%	13%	17%	7%	2%	6%	5%	12%	7%	7%	2%	5%	5%
DC - OKLAHOMA CITY										-12%	-24%	-1%	-1%	5%	4%	-4%	31%	12%	21%	7%	-5%	0%	4%	-5%	-4%	-3%	2%	7%			5%	
DC - SEATTLE										-7%	-6%	2%	-4%	3%	4%	4%	2%	7%	7%	-7%	5%	5%	-2%	-1%	-1%	0%	0%	-4%	0%	-1%	-2%	2%
DC - WASHINGTON DC				17%	9%	-7%	-1%	6%	-11%	-18%	-7%	-1%	-1%	-5%	-4%	-8%	4%	19%	13%	14%	-3%	11%	19%	9%	3%	4%	5%	14%	8%	1%	16%	6%
NATIONAL WEEKLY SALES	5%	5%	6%	11%	21%	3%	-14%	-2%	-6%	-15%	-30%	-4%	-1%	-1%	-1%	-3%	19%	22%	19%	8%	-1%	7%	10%	2%	0%	1%	3%	9%	4%	3%	2%	6%