



Annex 2

Petroleum Products Sales Questionnaire Definitions

Definitions of Fuels

1. Liquefied Petroleum Gas (LPG)
LPG refers to liquefied propane (C_3H_8) and butane (C_4H_{10}) or mixtures of both. Commercial grades are usually mixtures of gases with small amounts of propylene, butylene, isobutane, and isobutylene stored under pressure in containers.
2. Naphtha
Naphtha refers to light or medium oils distilling between $30^{\circ}C$ and $210^{\circ}C$ which do not meet the specification for motor gasoline. Naphtha is mainly used as feedstock for high-octane gasolines and the manufacture of olefins in the petrochemical industry.
3. Motor Gasoline
Motor gasoline is a mixture of some aromatics (for example, benzene and toluene) and aliphatic hydrocarbons in the C_5 to C_{12} range. Its distillation range is $25^{\circ}C$ to $220^{\circ}C$. Motor gasoline may also contain biogasoline products.
4. Kerosene-Type Jet Fuel
This is a blend of kerosene suited to flight conditions, with particular specifications such as freezing point. The specifications are set down by a small number of national standards committees, most notably, ASTM (United States of America), MOD (United Kingdom), GOST (Russia).
5. Other Kerosene
Kerosene is used for heating, cooking, lighting, solvents, and internal combustion engines. Other names of this product are burning oil, vaporising oil, power kerosene, and illuminating oil.

6. Diesel Oil
Diesel oils are middle distillates, predominantly of carbon range C11 to C25 and with a distillation range of 160°C to 420°C. These products comprise road diesel and heating or other gas oils.
7. Fuel Oil
This comprises residual fuel oils and heavy fuel oils which are usually blended products based on residues from various refinery, distillation, and cracking processes. Residual fuel oil A-5 has a distillation range of 350°C to 650°C and a kinematic viscosity in the range 6 to 55 centistokes (cSt) at 100°C. Their flash point is always above 60°C and their specific gravity is above 0.95.
8. Lubricants
Lubricants are oils, produced from crude oil, for which the principal use is to reduce friction between sliding surfaces and during metal-cutting operations.
9. Bitumen
Bitumen is a solid, semi-solid, or viscous hydrocarbon with a colloidal structure that is brown to black in color. It is obtained as a residue in the distillation of crude oil and by vacuum distillation of oil residues from atmospheric distillation. It should not be confused with the non-conventional primary extra heavy oils which may also be referred to as bitumen.
10. Other Products
Other products comprise white spirits and special boiling points industry spirits, paraffin wax, petroleum coke, and other products.

Definitions of Flows

1. Import
Data should reflect amounts/quantities that have crossed the national territorial boundaries, whether customs clearance has taken place or not. Quantities of crude oil and products imported or exported under processing agreements (e.g. refining on account) should be included.
2. Blending
Petroleum companies blend several petroleum products and create a petroleum product. So, there are + (create) – (blended) and total should be zero.

3. Own use
Own use by petroleum import companies.
4. Stock (at the end of the year)
All stocks on national territory, including stocks held by governments, by major consumers, or by stockholding organisations; stocks held on board incoming ocean vessels; stocks held in bonded areas; and stocks held for others, whether under bilateral government agreement or not.
5. Total Sales
 $= 1 \pm 2 - 3$
6. Sale to power producers
 $= 6 + 7$
7. Electricité du Laos (EDL)
Sales of diesel or fuel oil to EDL
8. Independent power producer (IPP), off-grid factory (OGF), etc.
Sales of diesel oil and fuel oil to other power producers
9. Sale to large-scale industrial users (13 subsectors)
 $= 10 + 11 + 12 + 13 + 14 + 15 + 16 + 17 + 18 + 19 + 20 + 21 + 22$
10. Iron and Steel
ISIC Group 241 and Class 2431 (NACE) Groups 24.1, 24.2, 24.3; and Classes 24.51 and 24.52)

To avoid double counting, oil used in blast furnaces should be reported in the Energy or Transformation sector.

11. Chemical (including Petrochemical)
ISIC Division 20 and 21 (NACE Division 20 and 21)
Note: This heading includes petroleum products used as fuel and as feedstock (non-energy use). However, consumption should be net, after deduction of backflows. The breakdown of net consumption by product should be calculated applying the same proportion of product split for gross deliveries.

12. Non-ferrous Metals
ISIC Group 242 and Class 2432 (NACE Group 24.4 and Classes 24.53 and 24.54)
13. Transportation Equipment
ISIC Divisions 29 and 30 (NACE Divisions 29 and 30)
14. Machinery
ISIC Divisions 25, 26, 27, and 28 (NACE Divisions 25, 26, 27, and 28)
Report fabricated metal products, machinery, and equipment other than transport equipment.
15. Mining and Quarrying
ISIC Divisions 07 and 08 and Group 099 (NACE Divisions 07 and 08 and Group 09.9)
16. Food, Beverage, and Tobacco
ISIC Divisions 10, 11, and 12 (NACE Divisions 10, 11, and 12)
17. Pulp, Paper, and Printing
ISIC Divisions 17 and 18 (NACE Divisions 17 and 18)
This category includes reproduction of recorded media.
18. Wood and Wood Products
ISIC Division 16 (NACE Division 16)
19. Construction
ISIC Divisions 41, 42, and 43 (NACE Division 41, 42, and 43).
20. Textile and Leather
ISIC Divisions 13, 14, and 15 (NACE Divisions 13, 14, and 15).
21. Not Elsewhere Specified (Industry)
If an economy's industrial classification of oil consumption does not correspond to the above ISIC (or NACE) codes, it must estimate the breakdown by industry and include in 'not elsewhere specified' consumptions in sectors that are not covered above.

ISIC Divisions 22, 31, and 32. For NACE, it covers Divisions 22, 31, and 32 (Industry).

22. Sale to Large-Scale Transport Users

=23+24+25+26+27

23. Taxi, Bus, Road Freight, etc.

Report oil used on road vehicles. Include fuel used by agricultural vehicles on highways and lubricants used on road vehicles. Exclude motor gasoline and diesel used on stationary engines (see not elsewhere specified – Other sectors), diesel oil for non-highway used on tractors (see Agriculture/Forestry – Other sectors), military use (see not elsewhere specified – Other sectors), and gasoline used on engines at construction sites (see Construction – Industry sector).

24. International Civil Aviation

Report quantities of aviation fuels delivered to aircraft for international aviation bunkers (also known as International Aviation Bunkers). The domestic/international split should be based on departure and landing locations and not by the nationality of the airline. Exclude fuels used by airlines for their road vehicles (see not elsewhere specified – Transport sector) and military use of aviation fuels (see not elsewhere specified – Other sectors).

25. Domestic Air Transport

Report quantities of aviation fuels delivered to aircraft for domestic aviation – commercial, private, agricultural, etc. Include fuel used for purposes other than flying, e.g. bench testing of engines. The domestic/international split should be based on the departure and landing locations and not on the nationality of the airline. Note that this may include journeys of considerable length between two airports in an economy (e.g. San Francisco to Honolulu). Exclude fuels used by airlines for their road vehicles (see not elsewhere specified – Transport sector) and military use of aviation fuels (see not elsewhere specified – Other sectors).

26. Inland Waterways

Report fuels delivered to vessels of all flags not engaged in international navigation (see international marine bunkers). The domestic/international split should be based on the port of departure and port of arrival and not on the flag or nationality of the ship. Note that this may include journeys of considerable length between two ports in an economy (e.g. San Francisco to Honolulu).

27. International Marine Bunkers

Bunkers cover the quantities of fuels delivered to sea-going ships of all flags. Consumption of warships should be included in final consumption under other sector, not elsewhere specified. Consumption by ships engaged in fishing and in transport in inland and coastal waters are not included.

28. Sale to Other Large-Scale Users

=29+30+31+32+33+34

29. Commercial Services such as Mall, Hotel, School, Hospital, Office Building

ISIC Divisions and NACE Divisions 33, 36, 37, 38, 39, 45, 46, 47, 52, 53, 55, 56, 58, 59, 60, 61, 62, 63, 64, 65, 66, 68, 69, 70, 71, 72, 73, 74, 75, 77, 78, 79, 80, 81, 82, 84 (excluding Class 8422), 85, 86, 87, 88, 90, 91, 92, 93, 94, 95, 96, and 99

Oil consumed by businesses and offices in the public and private sectors. Note that oil use at railways, bus stations, shipping piers, and airports should be reported in this category and not shown in the Transport sector.

30. Public Services such as Central and Local Governments

Sales of petroleum products to Central and Local Governments.

31. Residential

ISIC and NACE Divisions 97 and 98

Report fuels consumed by all households including households with employed persons.

32. Agriculture

ISIC Divisions 01 and 02 (NACE Divisions 01 and 02)

Report oil consumption by users classified as agriculture, hunting, and forestry.

33. Fishing

Report fuels used for inland, coastal, and deep-sea fishing. Fishing should cover fuels delivered to ships of all flags that have refuelled in the economy (include international fishing). Also include energy used in the fishing industry as specified in ISIC Division 03 and NACE Division 03.

- 34. Petroleum Wholesaler
Sales of petroleum products to petroleum wholesalers.

- 35. Sale to Gas Stations
= 36 + 37

- 36. Company-Owned Stations
Delivery of petroleum products to company-owned service stations.

- 37. Company Franchises
Delivery of petroleum products to franchised service stations.

Petroleum Product Sales Questionnaire

Quantity Descriptions	LPG	Naphtha	Motor Gasoline	Kerosene-Type Jet Fuel	Other Kerosene	Diesel Oil	Fuel Oil	Lubricants	Bitumen	Other Products (Specify)
	Ton	KL	KL	KL	KL	KL	KL	KL	Specify	Specify
Import										
Blending										
Own Use										
Stock (at the end of the year)										
Total Sales										
Sell to Power Producers										
EDL										
IPP, Rural, etc.										
Sell to Large-Scale Industrial Users										
Iron and Steel										
Chemical (including Petrochemical)										
Non-ferrous Metals										
Transportation Equipment										
Machinery										
Mining and Quarrying										
Food, Beverages, and Tobacco										
Pulp, Paper, and Printing										
Wood and Wood Products										
Construction										
Textiles and Leather										
Not Elsewhere Specified (Industry)										
Sell to Large-Scale Transport Users										
Taxi, Bus, Road Freight, etc.										
International Civil Aviation										
Domestic Air Transport										
Inland Waterways										
International Marine Bunkers										
Sell to Other Large-Scale Users										
Commercial Services such as Mail, Hotel, School, Hospital, Office Building										
Public Services such as Central and Local Governments										
Residential										
Agriculture										
Fishing										
Petroleum Wholesaler										
Sell to Gas Station										
Company-Owned Stations										
Company Franchises										

EDL = Electricité du Laos, IPP = independent power producer, KL = kilolitre, LPG= liquefied petroleum gas,