lighting, refrigeration, cooking, and running a wide variety of other equipment. **Note:** This sector includes generators that produce electricity and/or useful thermal output primarily to support the activities of the above-mentioned commercial establishments. See **End-use sectors** and **Energy-use sectors**.

Completion: The installation of permanent equipment for the production of oil or gas. If a well is equipped to produce only oil or gas from one zone or reservoir, the definition of a well (classified as an oil well or gas well) and the definition of a completion are identical. However, if a well is equipped to produce oil and/or gas separately from more than one reservoir, a well is not synonymous with a completion.

Conventional hydroelectric power: Hydroelectric power generated from flowing water that is not created by **hydroelectric pumped storage**.

Conventional motor gasoline: See **Motor gasoline conventional**.

Conversion factor: A factor for converting data between one unit of measurement and another (such as between short tons and British thermal units, or between barrels and gallons). (See http://www.eia.gov/totalenergy/data/monthly/#appendices. See **Btu conversion factor** and **Thermal conversion factor**.

Cost, insurance, freight (CIF): A sales transaction in which the seller pays for the transportation and insurance of the goods to the port of destination specified by the buyer.

Crude oil: A mixture of hydrocarbons that exists in liquid phase in natural underground reservoirs and remains liquid at atmospheric pressure after passing through surface separating facilities. Depending upon the characteristics of the crude stream, it may also include: (1) small amounts of hydrocarbons that exist in gaseous phase in natural underground reservoirs but are liquid at atmospheric pressure after being recovered from oil well (casing head) gas in lease separators and are subsequently commingled with the crude stream without being separately measured. Lease condensate recovered as a liquid from natural gas wells in lease or field separation facilities and later mixed into the crude stream is also included; (2) small amounts of nonhydrocarbons produced with the oil, such as sulfur and various metals; and (3) drip gases, and liquid hydrocarbons produced from tar sands, oil sands, gilsonite, and oil shale. Liquids produced at natural gas processing plants are excluded. Crude oil is refined to produce a wide array of petroleum products, including heating oils; gasoline, diesel and jet fuels; lubricants; asphalt; ethane, propane, and butane; and many other products used for their energy or chemical content.

Crude oil f.o.b. price: The crude oil price actually charged at the oil-producing country’s port of loading. Includes deductions for any rebates and discounts or additions of premiums, where applicable. It is the actual price paid with no adjustment for credit terms.

Crude oil (including lease condensate): A mixture of hydrocarbons that exists in liquid phase in underground reservoirs and remains liquid at atmospheric pressure after passing through surface separating facilities. Included are lease condensate and liquid hydrocarbons produced from tar sands, gilsonite, and oil shale. Drip gases are also included, but topped crude oil (residual oil) and other unfinished oils are excluded. Where identifiable, liquids produced at natural gas processing plants and mixed with crude oil are likewise excluded.

Crude oil landed cost: The price of crude oil at the port of discharge, including charges associated with the purchase, transporting, and insuring of a cargo from the purchase point to the port of discharge. The cost does not include charges incurred at the discharge port (e.g., import tariffs or fees, wharfage charges, and demurrage).

Crude oil refinery input: The total crude oil put into processing units at refineries.

Crude oil stocks: Stocks of crude oil and lease condensate held at refineries, in pipelines, at pipeline terminals, and on leases.

Crude oil used directly: Crude oil consumed as fuel by crude oil pipelines and on crude oil leases.

Crude oil well: A well completed for the production of crude oil from one or more oil zones or reservoirs. Wells producing both crude oil and natural gas are classified as oil wells.