

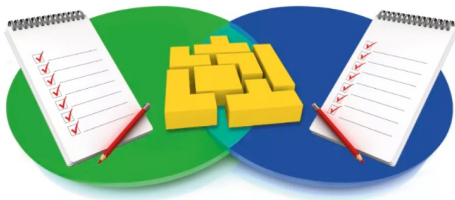


Fueling Your Future

You Deliver Power to Your Customers.
We Give You the Power to Do More.

January 2022 Issue

Oil & Energy Magazine features "Buyer and Seller Wish Lists" article By Gray, Gray & Gray's Marty Kirshner & Joe Ciccarello



Despite a global pandemic, fluctuating oil prices, tight propane supplies, and pressure from politicians pandering to the environmental lobby, there is quite a bit of optimism within the energy market. A significant majority of companies responding to our 30th annual Energy Industry Survey reported they were "Highly confident" (38%) or "Confident" (43%) that they would remain a viable energy provider

despite political and environmental pressures.

Need more proof? The recent surge in merger and acquisition activity further demonstrates this positive outlook. Half the dealers in our survey are interested in acquiring another company. Of course, for every buyer there needs to be a seller. Our **FuelExchange™ M&A** service has seen a significant uptick in inquiries from both buyers and sellers, each with their own "wish list" of what they want to see in a potential partner.

[READ THE FULL ARTICLE
HERE](#)



Happy New Year from Gray, Gray & Gray!

As we ring in 2022, we encourage you to start the new year by reaching for more. More for your business. More for your community. More for YOU. You have the Power to Do More

today and everyday in 2022!



WATCH THE VIDEO
HERE



Mileage Deduction Rates Rise for 2022

With travel for business purposes rebounding as pandemic restrictions are eased, it is good to know that you will be able to deduct a little more for your automobile mileage in 2022. The standard mileage rate for next year will be 58.5 cents per mile, an increase of 2.5 cents per mile over the 2021 rate.

For additional information on deducting automobile expenses or other business costs, please contact Gray, Gray & Gray at (781) 407-0300.



READ THE FULL ARTICLE
HERE



LP Gas Magazine features Gray, Gray & Gray in November Issue!



We are proud to be featured in the November issue of the LP Gas Digital Edition!

"A sound fee structure and asset management plan can help propane retailers deal with high steel prices and long lead times for tanks in today's market".

Click below to learn more key insights on Propane Market Metrics and our survey results from Marty Kirshner, Gray, Gray & Gray Partner & Energy Practice Group Chair.

ACCESS THE ISSUE
HERE

Have You Registered?
The Smart Business Dealmakers Boston Virtual
Conference on January 20, 2022



Gray, Gray & Gray is proud to be a co-sponsor for this major event that will focus on "the new normal in M&A", featuring speaking engagements, networking, and panel discussions, including "Getting to the Point of Sale – Preparing to Sell Your Business", a one-hour discussion moderated by Gray, Gray & Gray Leading Partner, Jim DeLeo. During this valuable session, business owners will provide insight on what it takes to get your business ready to sell, drawing from their experiences completing their own transactions. Topics will include the best time to start planning, assembling the right team of advisors, key areas that impact valuation, understanding a Quality of Earnings review, and putting your personal exit strategy into motion. Don't miss out on this unique opportunity to hear from experienced leaders in the M&A market. We hope to see you there!

[LEARN MORE & REGISTER
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