



Fueling Your Future

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

August 2021 Issue

Carl Kaplan Joins Gray, Gray & Gray as Manager of Business Development for Energy

Carl Kaplan, a veteran of the natural gas, propane and fuel oil distribution industry, has been named Manager of Business Development at Gray, Gray & Gray, LLP, the country's leading consulting and accounting firm for energy marketers.

Kaplan comes to Gray, Gray & Gray after many years of energy marketing experience, including business development and sales positions with Paraco Gas, Ferrellgas, Direct Energy Business, MIECO, and United Energy Trading. He is a graduate of Long Island University- C.W. Post and earned an MBA degree at the University of New Haven.



[READ THE FULL PRESS RELEASE HERE](#)



2021 Energy & Propane Industry Survey Results Coming Soon!



Thank you to everyone who participated in this year's survey. We appreciate your feedback, which helps to provide valuable benchmarking data for your present and future success.

We are also pleased to announce that the data collected through this year's survey will be augmented by financial and operational data developed by Angus Energy, a respected energy services firm.

Survey results coming soon!

Upcoming Events

We are pleased to announce Gray, Gray & Gray's participation in the following events:

EMANH Northern New England Energy Conference
August 30 - September 1, 2021
Omni Mount Washington Resort, Bretton Woods, NH



Gray, Gray & Gray is proud to be a Bronze Sponsor for the 4th Annual Northern New England Energy Conference.

NEFI HEAT Show
September 13-15, 2021
Foxwoods Resort Casino, Ledyard, CT



Visit booth #405 to learn more about Gray, Gray & Gray's services and dedicated Energy Practice Group. We are excited to be co-presenting the following:

Myth v. Reality - What the 2021 Industry Survey Tells Us
Monday, September 13, 2021, 2:00 pm - 3:00 pm

Presenters: Marty Kirshner, Gray, Gray & Gray; Phil Baratz, Angus Energy

What is the reality for heating oil? Is the future as bleak as some pessimists are predicting? Or will we find our way through the current crisis? This session is based on the annual industry survey conducted by Gray, Gray & Gray and will examine misleading vs. spot on statistics, key front line financial trends, what customers expect from their heating oil dealer, the future of the heating oil market, and more!

Joint Venture Case Study, An Alternative Acquisition Strategy
Tuesday, September 14, 2021, 11:00 am - 12:00 pm

Presenters: Marty Kirshner, Gray, Gray & Gray; Craig Snyder, BantamWesson

A joint venture can prove beneficial in accelerating growth plans, with the potential for improved efficiencies, the ability to move into new markets, hire more experienced personnel,

and more. Hear firsthand how the joint venture works.

LP Gas Growth Summit
September 15-17, 2021
Reunion Resort, Orlando, FL

LP Gas

Gray, Gray & Gray is proud to be a 2021 LP Gas Growth Summit partner.

PGANE Annual Meeting
October 13-14, 2021
AC Marriott Hotel, Portsmouth, NH

PGANE
PROPANE GAS ASSOCIATION
OF NEW ENGLAND

NPGA Southeastern Convention & International Propane Expo
October 18-20, 2021
Georgia World Congress Center, Atlanta, GA

NPGA
NATIONAL PROPANE GAS ASSOCIATION

Be sure to visit Gray, Gray & Gray's booth (#1132) at this year's expo. We will also be co-presenting the following session:

The Power of Data to Help Meet our Challenges - If You Can't Measure It, You Can't Manage It
Tuesday, October 19, 2021, 9:00 am

Presenters: Marty Kirshner, Gray, Gray & Gray; Ron Jessen, CHS, Inc.

Marty Kirshner and Ron Jessen will go over key performance indicators, and their importance to the overall operation in order to run a more valuable and profitable business.



Oil & Energy Magazine features "Know Your Worth" article By Gray, Gray & Gray's Marty Kirshner & Joe Ciccarello



The turmoil of the lengthy pandemic and global shifts in fuel supply has impacted many aspects of the energy industry. Demand has fallen in many sectors, but not in the market for buying and selling fuel oil and propane businesses. Business values for retail energy companies are near an all-time high, and we are in the middle of the busiest M&A period in recent memory.

If you are considering selling your company, it is vital to know the value of your business. A valuation is the starting point for you to set a selling price and negotiate with potential buyers. If you are on the other side of the table and looking to make an acquisition, it is equally important to have an understanding of what factors go into the valuation process so that you can more fully assess the business you are buying.

[READ THE FULL ARTICLE HERE](#)

● ● ●

Gray, Gray, & Gray Ranked Among Top 200 Accounting Firms in U.S. for Ninth Consecutive Year

Gray, Gray, & Gray, LLP (www.gggllp.com), a certified public accounting and business advisory firm in Canton, MA, has been named one of the country's Top 200 accounting firms by INSIDE Public Accounting magazine. The publication ranked Gray, Gray & Gray as the 165th largest accounting firm in the U.S. (up seven spots since 2020) and fourth largest independent accounting firm in Massachusetts. This is the ninth consecutive year the firm has been ranked among the country's Top 200 firms.



[READ THE FULL PRESS RELEASE HERE](#)

● ● ●

Gray, Gray & Gray, LLP | www.gggllp.com

The information contained in this communication (including any attachments and/or re-directs to other online sources) is not intended or written to be used, and cannot be used, for the purpose of avoiding penalties under the Internal Revenue Code.

Copyright © 2021. All Rights Reserved.