



Fueling Your Future

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

September 2022 Issue

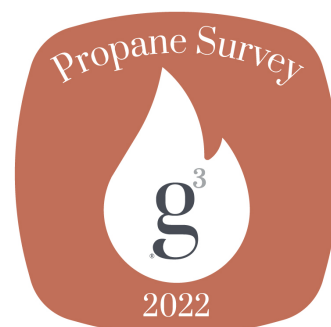
The Results Are In! Gray, Gray & Gray's Annual Energy & Propane Industry Survey

We are pleased to announce the release of this year's Energy & Propane Industry Survey results! This year, our survey looked at challenges resulting from the Russia/Ukraine conflict and how companies like yours have adapted. Additionally, the data collected this year has again been augmented by financial and operational data developed by Angus Energy, a respected energy services firm.

We invite you to download the complete results online today and compare these "industry average" results with the performance of your own business.



**2022 ENERGY
SURVEY RESULTS**



**2022 PROPANE
SURVEY RESULTS**

For additional information or help in using the survey results to measure your company's performance, please contact Gray, Gray & Gray's Energy team at (781) 407-0300.



New Webinar! Reporting for Duty: Techniques to Manage the Flow of Information

Tuesday, September 27, 2022
1:00-2:00 pm EDT

Join [Bill Constantopoulos](#), Director of Gray, Gray & Gray's Sage Intacct Advisory Practice, for a guided tour through the best practices of report creation and analysis using industry-leading Sage Intacct technology designed for financial professionals. You will learn about:



- Essential visibility – Creating multiple points of accessibility, anytime and anywhere
- Financial reports and charts – Getting the real-time data you need, right when you need it
- Activity-specific reporting – Using task-centered data collection focused on selected functions
- Ad hoc reports – How to create cross-data reports from multiple sources
- Robust permissions – Boost security and clarity by sharing only what is needed, with only those who need it
- Customized reporting – How to break out of the “report rut” and collect and report on information specific to your organization and its needs

REGISTER
NOW



Oil & Energy Magazine features
"Measuring Operational Efficiency" article
By Gray, Gray & Gray's Marty Kirshner & Joe
Ciccarello



We have long been proponents of “measuring to manage,” the process of monitoring performance of business operations by capturing and measuring metrics through financial and numerical data. But financial and strategic metrics are focused on making long-term improvements in your fuel oil or propane company. **What about changes you can make in things you are doing now?**

READ THE FULL
ARTICLE



Gray, Gray, & Gray Ranked Among
Top 200 Accounting Firms in U.S.

for Tenth Consecutive Year



We are elated to announce that Gray, Gray, & Gray 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 148th largest accounting firm in the U.S. (up 17 spots since 2021) and third largest independent accounting firm in Massachusetts. This is the tenth consecutive year the firm has been ranked among the country's Top 200 firms.

[READ THE FULL PRESS RELEASE](#)

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Upcoming Events

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

LP Gas Growth Summit
September 12-14, 2022
Reunion Resort, Orlando, FL



Gray, Gray & Gray is proud to be a sponsor for the LP Gas Growth Summit, an exclusive buyer/seller networking event in which propane retailers learn ways to diversify their offerings, improve efficiencies and grow gallons.

NEFI HEAT Show
September 27-29, 2022
Rhode Island Convention Center, Providence, RI



Visit booth #404 to learn more about Gray, Gray & Gray's services and dedicated Energy Practice Group. We are excited to be co-presenting the following:

Paying the Price: Inflation's Impact on Operating Expenses
Wednesday, September 28th, 9:00 am - 10:00 am

Presenters: Marty Kirshner, Gray, Gray & Gray; Steve Abbate, Cetane Associates

The downside of the economy's emergence from under the Covid cloud has been a surge in inflation. Added to this is the steep increase in global fuel prices due to reduced production and the disruption of the Russian/Ukraine conflict. This confluence has created enormous pressure on propane and fuel oil marketers who must balance remaining competitive in the marketplace with maintaining a reasonable profit margin.

This seminar will give energy marketers some actionable ideas on how to quantify, evaluate and mitigate the impact of inflation and rising fuel costs on their financial operations.

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Do you have a colleague that would like to receive our news?

[SUBSCRIBE](#)



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