



# Fueling Your Future

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

## Upcoming Fall Events & Webinars!

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

**THIS WEEK! 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. We look forward to meeting many new retailers and seeing familiar faces throughout this year's Summit.

**Webinar - IDEAL Energy Cooperative**  
**September 22, 2022, 1:30 pm - 2:30 pm EDT**  
Virtual



**IDEAL Workforce: Industry Survey Results with Gray, Gray, & Gray and Marty Kirshner**

We are looking forward to this webinar, which will focus on the topic of workforce and an overview of our 2022 energy survey results.

**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. Plus...Nate Gravel, our firm's cybersecurity specialist, will be on hand at our booth on Thursday, September 29th, from 10:00am to 12:00pm, to answer your questions about how to protect your business from cyberattacks, data breach and ransomware assaults. We are also 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 EDT

*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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**Webinar - Pennsylvania Petroleum Association**  
**October 4, 2022, 9:00 am - 10:00 am EDT**  
**Virtual**



**Lessons Learned - How industry trends can help you prepare for the upcoming heating season**

Gray, Gray & Gray's Marty Kirshner and Joe Ciccarello will take webinar attendees through the recently released results of our 2022 survey of U.S. energy and propane dealers, highlighting important trends and identifying the KPIs commonly used to measure performance. More importantly, they will provide guidance on how to use this information to help monitor and measure your own company's performance metrics to pinpoint strengths, weaknesses, and potential problems that need to be addressed. **Register [HERE](#).**

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**Our Energy team is also looking forward to catching up with you at other industry events through the end of 2022!**

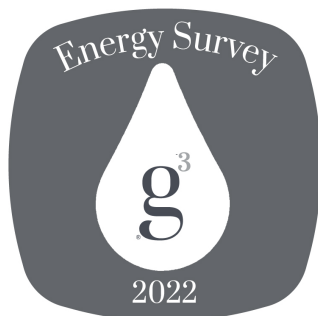
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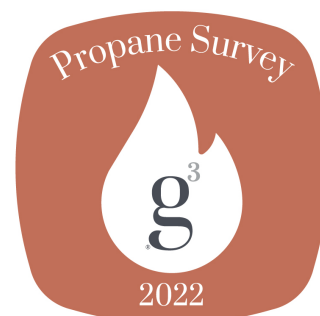
## Reminder! Gray, Gray & Gray's Annual Energy & Propane Industry Survey Results

**Have you downloaded 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.



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

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