



October 2021 Issue

Announcing "Take Control of Your Future"  
Gray, Gray & Gray's 2021 Year-End Planning Seminar  
A Virtual Event on November 17th from 1:30 - 3:00pm EST



How will the many pandemic-related changes experienced to date– and those still to come – impact you professionally and personally in the future? How might the recently proposed tax changes affect your business and personal financial decisions? Are you as prepared as you should be for the road ahead? Now is the time to get a firm grasp on your future by anticipating and adapting to the shifting economic landscape.

Gray, Gray & Gray has assembled a panel of thought leaders for an open discussion on topics ranging from the impact of proposed tax changes, to newly emergent business opportunities, to the implications of the new economy on personal wealth, to the red-hot M&A market, and the new imperative for strategic thinking. Take advantage of the experience and expertise we will be sharing to assess your own position and the steps you need to take to move forward with confidence.

[REGISTER  
HERE](#)



# LP Gas Magazine features "Maximizing the acquisition of a new truck?" article

By Gray, Gray & Gray's Marty Kirshner & Joe Ciccarello



Whether you operate a single truck or a fleet of dozens, the delivery and service vehicles you own likely represent one of the biggest assets on your propane company's balance sheet. So, when the time comes to acquire a new vehicle, the transaction deserves your full attention and careful planning.

Click below for tips on maximizing the value of a vehicle acquisition.

[READ THE FULL ARTICLE  
HERE](#)

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## Upcoming Event

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

**NPGA Southeastern Convention & International Propane Expo**  
**October 18-20, 2021**  
**Georgia World Congress Center, Atlanta, GA**  
**Booth #1132**



Be sure to visit Gray, Gray & Gray's booth at this year's expo and join us for the following session:

### **The Power of Data - If You Can't Measure It, You Can't Manage It**

**Tuesday, October 19, 2021, 9:00 am - 10:00 am**

*Presenters: Marty Kirshner, Gray, Gray & Gray; Ron Jessen, CHS, Inc.; Danny Silverman, Angus Energy*

Using operational and financial metrics to track, measure and evaluate what is going on inside your business is the only way to identify present problems, realize opportunities, predict future results, and make positive changes that can contribute to operational and financial stability and sustainable profitability. This session will go over key performance indicators, and their importance to the overall operation in order to run a more valuable and profitable business. Topics will include setting a budget, break even analysis, KPIs, and more.

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## Gray, Gray & Gray's Tom Yuen Named to Boston Business Journal "40 Under 40" List

We are pleased to announce that Gray, Gray & Gray Partner [Tom Yuen, CPA, MST](#), has been named to the [Boston Business Journal's 2021 "40 Under 40" list](#), an award that celebrates the city's



best and brightest young professionals. Tom leads Gray, Gray & Gray's Life Sciences Practice Group, is a key member of our Diversity & Inclusion Committee, and serves as a mentor to young professionals at the firm. He is also an advocate for and volunteer at the Italian Home for Children in Jamaica Plain, MA.

*"Tom Yuen is a friend, mentor, and integral part of the Gray, Gray & Gray team," said Jim DeLeo, MBA, CPA/MST, Leading Partner of Gray, Gray & Gray. "His exceptional technical accounting and tax expertise, desire to help clients, and drive to lead team members to achieve their own success are the reasons Tom is a 40 Under 40 honoree."*

[READ THE FULL PRESS RELEASE  
HERE](#)

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