



November 2021 Issue

REGISTER TODAY!

Gray, Gray & Gray's 2021 Year End Planning Seminar

A Virtual Event

Take Control of Your Future
Wednesday, November 17, 2021
1:30 – 3:00 pm EST



Our upcoming seminar will be packed with crucial information and discussions that will allow you to take control of your future and move forward with confidence. Gray, Gray & Gray Partners, [Kelly Berardi](#), [Derek Rawls](#), and [Brad Carlson](#) will present a Tax Update, discussing the impact of proposed tax changes. We have also assembled a panel of thought leaders who will cover a range of additional topics including newly emergent business opportunities, implications of the new economy on personal wealth, the red-hot M&A market, the new imperative for strategic thinking, and more. *Panelists include:*

- [Derrick Rebello](#) - Partner, Gray, Gray & Gray
- [Bryan Pearce](#) - Director of Strategic Business Planning, Gray, Gray & Gray
- [Dan Romano](#) - Chief Executive Officer & Chief Compliance Officer, Gray Private Wealth
- [Harry Hanson](#) – Partner, Feinberg Hanson
- [Paul Gabriel](#) – Chief Executive Officer & Co-Founder, Environmental Partners

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? Get answers to these questions and more by registering today.

Personal wealth services are provided by Gray Private Wealth.

REGISTER
HERE

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



This exciting issue of LP Gas Magazine features full coverage of our propane survey results (*pages 36-40*), highlighting some key findings and trends, and a detailed recap of this year's LP Gas Growth Summit (*page 17*) – an event that Gray, Gray & Gray was proud to participate in as a sponsor!

Inside this issue, LP Gas also recognizes Gray, Gray & Gray Partner Tom Yuen's recent achievement of being named to Boston Business Journal's 40 Under 40 list (*page 12*).

READ THE FULL ISSUE
HERE

Achieving Success Through an Integrated Approach to a Business Sale

"We were too big to be small, and too small to be big. The liquid fuel industry is shrinking, and we were growing increasingly uncomfortable with industry trends."

That is how Chuck Holden, President of Holden Oil, a third-generation fuel oil and propane company based in Peabody, Massachusetts, describes the situation he found his family's business in. It was this ambiguity about the future that led to Chuck's decision to sell his company.

While Chuck was "very familiar with and has great respect for" other business brokers in the energy industry, he understood the value of having everything integrated under one roof with Gray, Gray & Gray.



READ THE FULL TESTIMONIAL
HERE

FuelExchange³_{TM}

Oil & Energy Magazine features "Why You Need a WISP" article By Gray, Gray & Gray's Bobby Garrett



Securing private data is no longer an option — it's an absolute necessity. Our most recent survey of the energy industry revealed that only 14% of the companies that responded have prepared a Written Information Security Plan (WISP) for their business. This is a problem on many levels.

Click below to read the full article, including the importance of a WISP, development and implementation best practices, and more.

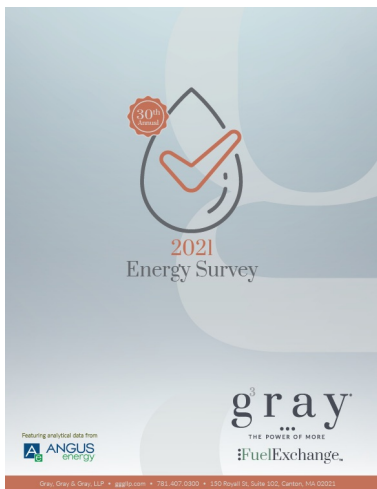
[READ THE FULL ARTICLE
HERE](#)

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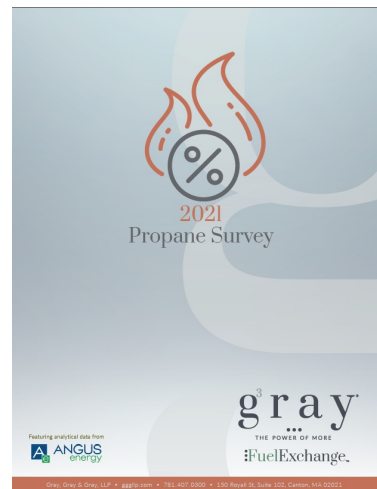
Gray, Gray & Gray's Annual Energy & Propane Industry Survey Results

This year's Energy & Propane Industry Survey results are available! In celebration of the 30th anniversary of our Energy Survey, the data collected this year has 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.



[2021 ENERGY SURVEY
RESULTS](#)



[2021 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.

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New Podcast Episode!

Strategic Thinking from Gray, Gray & Gray

In episode 4, host [Bryan Pearce](#), Director of Strategic Business Planning at Gray, Gray & Gray, interviews [David Model](#), CEO of Triton Systems in Chelmsford, MA. Triton Systems is continually focused on what's next – the next invention, the next breakthrough, the next innovation that can unleash new possibilities in engineering, science and technology to impact our lives. David has over 40 years of business experience in biotech, biomedical, aerospace and other high technology fields and he has served Triton Systems and its affiliates in an executive role from startup through self sufficiency.



Click [here](#) to listen to the latest episode now to learn how Triton Systems has been able to create and sustain a culture of innovation over their nearly 30 years in business.

[CLICK HERE TO LISTEN NOW](#)

Click [here](#) to listen to more episodes in our Strategic Thinking podcast series.

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Thanks for Joining Us!

Gray, Gray & Gray was proud to be a part of the following recent events and enjoyed the opportunity to network, share knowledge, and learn from others in the industry.

- NPGA Southeastern Convention & International Propane Expo
- PGANE Annual Meeting
- LP Gas Growth Summit
- NEFI HEAT Show
- EMANH Northern New England Energy Conference
- CEMA Annual Meeting
- Eastern Energy Expo



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