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is pleased to announce:



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A Service of Gray, Gray & Gray, LLP

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**FuelExchange™**, the merger & acquisition service of **Gray, Gray & Gray, LLP**, has announced the completion of a transaction in which Bartlett & Steadman, a reputable Plumbing and HVAC Company (Marblehead, MA) merged with Townsend Energy (Danvers, MA).

The acquisition of **Bartlett & Steadman**, a locally owned, full-service Plumbing and HVAC provider to the North Shore area since 1954, expands the service capabilities of Townsend Energy, a well-recognized full service Energy marketer in the North Shore.

Brookes Townsend, President of Townsend Energy, stated, "We would like to extend our sincere gratitude to Gray, Gray & Gray's FuelExchange team for their invaluable guidance throughout the acquisition of Bartlett & Steadman. Marty [Kirshner] demonstrated exceptional professionalism at every stage of the process, making this complex transaction seamless and efficient. We are truly honored and excited to have landed this deal, and we

appreciate the team's expertise and support in helping us achieve this milestone. Their dedication and insight were instrumental in making this a success."

"It was a pleasure working with Mike Steadman on this transaction. I was very excited to see we could find a partner in Townsend that would embrace the brand and the workforce, and look to take it to the next level," said Marty Kirshner, CPA, MSA, Partner and Chair of the Energy Practice at Gray, Gray & Gray.

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*FuelExchange™ assists those interested in buying, selling or merging a propane, fuel oil, HVAC or plumbing business, helping to facilitate transactions as a "one stop" resource for identifying potential partners, marketing companies for sale, determining business valuation, managing transactions, and developing post-sale financial and operational strategies.*

For additional information, please contact Carl Kaplan at FuelExchange™ at [\(781\) 232-1992](tel:7812321992) or [ckaplan@gggllp.com](mailto:ckaplan@gggllp.com).



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