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June 2026 Issue

1 WEEK LEFT TO PARTICIPATE!
Gray, Gray & Gray's Annual
Energy & Propane Industry Survey
*Bonus: Receive a \$10 Coffee Gift Card –
Plus Enter to Win an Airline Gift Certificate!*

There is still time to take our [35th annual Energy & Propane Industry Survey](#), which will continue providing companies like yours with key benchmarking data for their present and

future success.

Your participation in this survey is critical to helping establish the most up-to-date industry benchmarks and the standards by which company performance is measured. This year, we've placed emphasis on leveraging technology, workforce recruitment and retention challenges and opportunities, diversification and strategic planning, and electrification concerns, among other key topics.



Thank you in advance for providing your thoughtful responses so that we may continue to create a “snapshot” of important metrics that can support you in measuring the growth and development of your business.

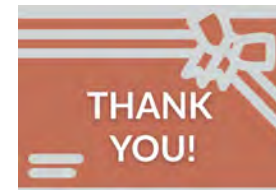
**Please complete this year's survey with information from your company's
April 1, 2025 – March 31, 2026 results.**

Submission Deadline: June 10, 2026

CLICK HERE TO TAKE THE SURVEY NOW

**Complete the Survey & Receive a \$10 Coffee Gift Card –
Plus Enter to Win an Airline Gift Certificate!**

Individuals who complete the 2026 Gray, Gray & Gray Energy & Propane Industry Survey in full will receive a \$10 coffee gift card as a thank you. Participants may also opt to enter a random drawing for one of two airline gift certificates valued at \$1,000 and \$500.



Participation in the raffle is optional and does not affect receipt of the coffee gift card or access to survey results. To receive the coffee gift card and/or enter the raffle, participants must provide contact information at the end of the survey. One entry per individual. Gift cards will be issued periodically. [View Terms & Conditions.](#)

This Year's Survey In Partnership With:



We have once again partnered with Angus Energy, a respected energy services firm. Data collected through this year's survey will be augmented by financial and operational data developed by Angus Energy.

This year, we are pleased to partner with Warm Thoughts Communications, a leading strategic marketing services firm for the residential propane, heating oil, and HVAC industries.

Our continued partnership with the Propane Education & Research Council (PERC) will help supplement our survey findings and maximize benchmarking abilities to assist companies in planning for the future.



Gray, Gray, & Gray Named to Boston Business Journal Fast50 List for Second Consecutive Year



We are elated to announce that **Gray, Gray & Gray** has been named to the **Boston Business Journal's 2026 "Fast50" list**, which recognizes the 50 fastest-growing private companies in Massachusetts. This is the second consecutive year the firm has been named among the region's fastest-growing companies, ranking #40 with a four-year growth rate of more than

46%. The BBJ Fast50 list was selected and ranked based on total revenue growth from 2022 to 2025 as analyzed by the Boston Business Journal's research department.

[READ THE FULL PRESS RELEASE](#)



Eastern Energy Expo Recap

We were excited to keep tradeshow season rolling last month at the Eastern Energy Expo! Our Energy team had a great time connecting with industry professionals and sharing insights at our booth.

A highlight of the event was the session ***“Run Your Business Like You are Selling It Tomorrow. What Does That Mean?”*** presented by Marty Kirshner, CPA, MSA, Partner, Gray, Gray & Gray, LLP; David O’Connell, President, Wilson Oil & Propane; Dan Singer, Director, Synergy Commodity; Bruce Spiridonoff, COO, Tevis Energy. The panel of successful energy company leaders at different stages of their business lifecycle shared real world insights on what drives enterprise value, common mistakes to avoid, and how to navigate acquisitions when the target company hasn’t been well managed.



Oil & Energy Magazine features
"Gross Margin That Survives Volatility" article

By Gray, Gray & Gray's Marty Kirshner



Five strategies to maintain margins in chaotic commodity markets.

Volatile commodity markets are an occupational hazard for propane and heating oil dealers, a point driven home by the turmoil in the Middle East. When wholesale prices swing dramatically within a single season, or even week to week, protecting gross

margins takes more than competitive pricing. It requires systematic discipline across your entire pricing structure.

[READ THE FULL ARTICLE](#)



How to File for Your IEEPA Tariff Refund Through the CAPE System

This article walks through the mechanics of the CAPE filing process for IEEPA tariff refunds: who can file, what Phase 1 covers, how to prepare your data, what mistakes are sinking claims in the early filing surge, and what to do if your company was not the Importer of Record on your entries.



[READ THE FULL ARTICLE](#)



Managing the Financial Aspects of Expansion and Diversification



For fuel dealers who have spent years building a solid delivery operation, the move into new territories, additional product lines, or acquired businesses is exciting, but it introduces a layer of financial complexity that most back-office systems were simply never designed to handle. If you're running your financials on QuickBooks or relying on the reporting tools built into

your dispatch and delivery platform, you may be managing a mid-sized energy company with the financial infrastructure of a small retail shop. That gap matters.

[READ THE FULL ARTICLE](#)




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

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Gray, Gray & Gray, LLP | www.gggllp.com | 781.407.0300



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