



September 2026 Issue

The Results Are In! 35th Annual Energy & Propane Industry Survey

We are pleased to announce the release of this year's Energy & Propane Industry Survey results!

The 2026 Energy & Propane Industry Survey results are based on reported operational and financial data for the heating season spanning April 2025 through March 2026. This year's survey featured additional operational insights from [Angus Energy](#), an industry leader in data analytics, and the [Propane Education & Research Council](#) (PERC). The survey was presented alongside a partnership with [Warm Thoughts Communications](#), a leading strategic marketing services firm for the residential propane, heating oil, and HVAC industries.

"Although global disruption in product supply created uncertainty in the market toward the end of the season, most heating oil and propane dealers emerged intact," says Marty Kirshner, CPA, MSA, the Partner leading the firm's Energy Practice Group. "The challenge now will be planning effectively for the coming season."

We invite you to download the complete results online today and compare these "industry average" results with the performance of your own business.

2026 ENERGY INDUSTRY SURVEY



**2026 ENERGY
SURVEY RESULTS**

2026 PROPANE INDUSTRY SURVEY



**2026 PROPANE
SURVEY RESULTS**

For additional information or help in using the survey results to measure your company's performance, please contact our Energy team at (781) 407-0300.



11th LP Gas Growth Summit

Our Energy team was pleased to attend LP Gas' 11th Growth Summit earlier this week at Reunion Resort in Orlando, Florida. We came together with over 70 total attendees from across the propane industry for 3 days of connection, education, and celebration! Thank you to LP Gas for hosting another incredible summit, and to all of the retailers we had the pleasure of meeting with.



LEARN MORE



Oil & Energy Features

"Buy It Or Build It? How Energy Dealers Should Weigh Acquisition Against Organic Growth" Article

By Gray, Gray & Gray's Marty Kirshner

A third-generation fuel oil dealer in central Massachusetts gets a call from a business broker. A competitor two towns over wants out; gallons there have been flat for 3 years, and the asking price is based on a multiple that sounded reasonable in 2019 but now sounds aggressive. The dealer hangs up and does the math he always does: What would it cost to win those same customers one at a time, through better service and a sharper price, instead of buying the whole book in one check?



[READ THE FULL ARTICLE](#)

Upcoming Event

Southern New England Energy Conference
September 14-15, 2026
Newport Marriott, Newport, RI



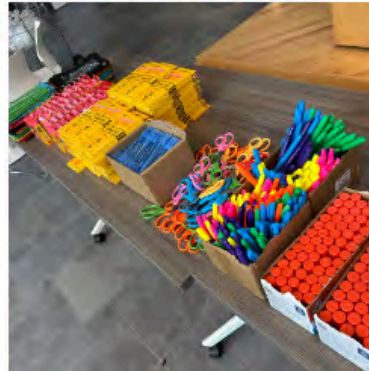
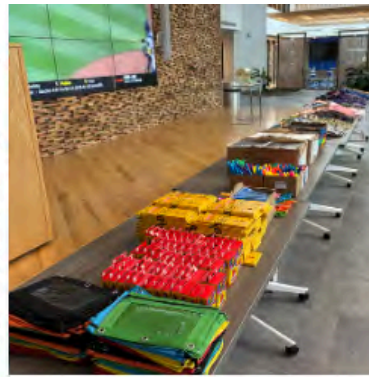
We are happy to serve as sponsors for this multi-state conference for petroleum marketers, retailers and wholesalers of heating oil, biofuels, diesel, propane, gasoline, and kerosene. We look forward to seeing you there!

And More!

2026 Summer BBQ & Backpack Drive

Last month, team members enjoyed an afternoon of collaboration, community service, and celebration at our annual Summer BBQ and Backpack Drive. The event featured a BBQ lunch hosted by our Partners and a raffle offering a variety of prizes. One of the most rewarding parts of the day was assembling backpacks for local students through our partnership with the Boys & Girls Club of Dorchester. Working together, our team filled backpacks with donated school supplies, helping ensure students are prepared for a successful start to the school year.

We are grateful for opportunities like this to come together as a team while supporting our community. Events such as these reflect our commitment to making a positive impact and helping students begin the school year with the resources they need to succeed.



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

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