



October 2024 Issue

## Gray, Gray & Gray's 2024 Energy & Propane Industry Survey Results in the News

Gray, Gray & Gray has released the results of the firm's annual energy & propane industry survey. This survey helps to establish the most up-to-date industry benchmarks and the standards by which company performance is measured. The results are based on reported operational and financial data for the heating season stretching from April 2023 through March 2024, including additional research from Angus Energy and guidance from the Propane Education & Research Council (PERC).

Special thank you to LPGas Magazine, Oil & Energy Online, and Butane-Propane News (BPN) for highlighting our survey results and helping to spread awareness about this important industry data.

**LPGas**

Read the LPGas Magazine feature [HERE](#).

**OIL & ENERGY**  
OILHEAT • PROPANE  
DIESEL • BIOFUEL • HVAC **ONLINE**

Read the Oil & Energy Online feature [HERE](#).

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



2024  
ENERGY  
SURVEY

2024 ENERGY  
SURVEY RESULTS



2024  
PROPANE  
SURVEY

2024 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.



## Registration Now Open! Gray, Gray & Gray's 2024 Year End Planning Seminar

Thursday, December 5th  
In-Person: Gray, Gray & Gray's Canton  
Office

Registration, Breakfast & Networking: 8:00  
am - 9:00 am  
Seminar Sessions: 9:00 am - 12:00 pm



**What can you do to make 2025 your best year ever?** The future is what you make it, and we're here to help! Gray, Gray & Gray's Year End Planning Seminar will fire you up for 2025 with information and inspiration designed to give you a head start on developing the strategies and tactics to grow and prosper in the New Year. With the help of our expert presenters and panelists, you can build your knowledge on what's ahead for the economy, the post-election tax landscape and how to prepare for potential implications, and what other business leaders are doing to create a more resilient company.

*\*Advance registration is required. Attendance is free, but seating is limited. Click the button below to register.\**

[LEARN MORE & REGISTER](#)

---

● ● ●

## Gray, Gray & Gray Runners Tackle Canton Road Race

A team of runners from Gray, Gray & Gray participated in the 20th annual Canton Road Race on Sunday, September 29, 2024. A crowd of nearly 500 runners competed in events including 5K and 10K races, with a corporate challenge and a kids' 1-mile fun run, plus a post-race food feast and gathering. Gray, Gray & Gray donated \$1,000 in support of the race sponsor, the Canton Association of Business and Industry Charitable Foundation.



[READ THE FULL PRESS RELEASE](#)

---

● ● ●

## Oil & Energy Magazine features "9 Steps to Prepare Your Business for Peak Heating Season Performance" article By Gray, Gray & Gray's Marty Kirshner

*Act now to position your company to meet increased demand with exceptional service, and win this winter*

I don't have to tell readers of this magazine about the importance of thoroughly preparing your propane or heating oil company before the heating season begins. Because the winter months are the busiest time for our industry, ensuring that you are operationally and financially ready to function at peak performance is crucial. Here is a checklist of nine key



steps that company management should take to tie up loose ends and prepare for the upcoming heating season. Some may be familiar, but it never hurts to have a reminder.

[READ THE FULL ARTICLE](#)

---

● ● ●

## Announcing Our Next In-Person DealMakers Event on November 4th!

### DealMakers

*What are some of the latest merger and acquisition trends right now?*

Join the DealMakers this November as we engage in a roundtable discussion about marketplace dynamics, transactional trends and the lending environment, as well as pre-sale planning and tax planning. Plus, participants will have the opportunity to network with other transaction-driven individuals.

Interested in attending? Contact us: [info@gggllp.com](mailto:info@gggllp.com)

---

● ● ●

## Erik Jensen Joins Gray Strategic Partners, LLC as Managing Director

Gray Strategic Partners, LLC is pleased to announce that Erik Jensen has joined the firm as a Managing Director. Jensen will work with both public and private companies at all stages of development, on both the buy-side and sell-side of transactions. Jensen brings more than 30 years of successful investment banking experience to Gray Strategic Partners. He has advised clients in multiple industries on all aspects of M&A, joint ventures, corporate financing, private equity, and complex transactions.



[READ THE FULL PRESS RELEASE](#)

---

● ● ●

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

SUBSCRIBE

Gray, Gray & Gray, LLP | [www.gggllp.com](http://www.gggllp.com) | 781.407.0300



 Share This Email

The information contained in this communication (including any attachments and/or re-directs to other online sources) is not intended or written to be used, and cannot be used, for the purpose of avoiding penalties under the Internal Revenue Code.

Copyright © 2024. All Rights Reserved.