

Fueling Your Future.



Information for Oilheat,
Propane & Petroleum
Business Leaders

GRAY GRAY & GRAY[®]
CERTIFIED PUBLIC ACCOUNTANTS | ADVISORS

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BEYOND THE NUMBERS

January

Issue No. 52

It takes more than numbers.

Gray, Gray & Gray is here to help you "Fuel Your Future" by going beyond accounting services. With over 70 years in the energy business, we go beyond the numbers by delivering insight, guidance and knowledge to our energy clients so they can achieve growth and profitability.

Oil & Energy Magazine Features:
"How Much Should You Pay Yourself?"
by Marty Kirshner, CPA, MST
Gray, Gray & Gray, LLP



While benchmarking information is available on what oil and propane companies typically pay their drivers, dispatchers, salespeople and other employees, the data is less forthcoming when it comes to how much the owner should be paid. As a key member of Gray, Gray & Gray's Energy Practice Group, Marty Kirshner shares his advice and insights on how to determine the "right" compensation for a company owner.

[Click here to read more.](#)

Looking Back, Looking Ahead



Happy New Year! It's been a whirlwind these past few months - and with all of the potential tax changes weighing in the balance, you may be wondering what information you need to know. For your convenience, we've put together some highlights of what has happened on the tax front, and a sneak preview of what we might expect in the coming year.

As always, if you have any questions about these or other tax-related issues, please contact Gray, Gray & Gray's Energy team at (781) 407-0300. We wish you a healthy, happy and prosperous New Year!

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Don't Get Caught by a "Phishing" Scam



"Phishing" is one of the most insidious and dangerous identify theft scams, because it is one in which victims willingly participate.

The Oxford Dictionary defines phishing as, "the fraudulent practice of sending emails purporting to be from reputable companies in order to induce individuals to reveal personal information, such as passwords and credit card numbers."

[Click here to read more.](#)

It Takes More Than Numbers.

"Gray, Gray & Gray has been Coan Oil's accounting firm since 1945. We were one of their first clients and the fact that we are still with them today says a great deal about the relationship between our companies. For [over] sixty-five years they have helped keep us on track, growing and profitable. Gray, Gray & Gray not only knows our business inside and out, they understand the oilheat industry and how to make the most of our opportunities. We have always relied on Gray, Gray & Gray to keep us on top of the many changes occurring in the accounting field as well as changes in the oil industry. Our relationship with Gray, Gray & Gray has strengthened from generation to generation, from my father who worked with the original Gray brothers to my own connection with the firm today. We count on them as more than just accountants, but as someone we can trust with everything from business strategy to financial planning. It's been a great partnership."

- Kevin Coan, Coan Oil, Inc.

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