

Fueling Your Future.



Information for Oilheat,
Propane & Petroleum
Business Leaders

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

Canton | Framingham | Boston

BEYOND THE NUMBERS

Issue No. 55

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.

Gray, Gray & Gray Ranked Among Top Massachusetts Accounting Firms



The *Boston Business Journal* has ranked Gray, Gray & Gray as the 15th largest accounting firm in Massachusetts. The annual rankings are based on the size of the firm's professional staff. Gray, Gray & Gray moved up two places, from 17th on the list last year.

"As one of the few independent accounting firms ranked in the top tier, we are able to offer our clients the right balance of the top level services you'd expect from a national firm, and the personal attention you can only get from a local partner," said Joe Ciccarello, managing partner of Gray, Gray & Gray. "We are honored that our approach of helping our clients achieve their goals by 'going beyond the numbers' for them has resulted in our place among the top firms in the state."

[READ MORE HERE](#)

Visit Us at the 2017 NPGA Southeastern Convention & International Propane Expo This April!

April 21-23, 2017

Nashville, TN

Gray, Gray & Gray Booth #: 459



Gray, Gray & Gray is excited to be a part of the 70th year of the NPGA Southeastern Convention & International Propane Expo this April! Stop by our booth - **#459** - and chat with members of our dedicated Energy team about ways to help your propane gas business meet its accounting, tax and business advisory needs head on.

We understand the complex market driving supply, demand, costs, and margins in the propane industry. That's why we created the Energy Financial Dashboard - designed to put you in the driver's seat of your company's financial health. Customized to your business, this cutting-edge technology can assist you with keeping a finger on the pulse of your overall business performance.

Sign up for a live 10-minute demo at the Expo and discover how to navigate a dashboard of key financial metrics and access real-time financial information specific to your business! *Limited availability, so be sure to sign up early!*

While most accounting firms look backward to confirm what has occurred, Gray, Gray & Gray uses historical financial data to help clients set a course for the future. Timely and accurate information and analysis is mission critical for clients as they strive to make better informed business decisions.

[SIGN UP FOR A DEMO HERE](#)

**Service Spotlight: Our Promise to You,
Our Very Important Client**

At Gray, Gray & Gray, we take great pride in living our core values. *What does this mean for our clients?* Simply put, you can count on us to go beyond the numbers for you by providing advice and insights to help you be

successful in your business and personal lives. Our suite of service offerings is based on our clients' needs and in alignment with our mission of being your complete and trusted business advisor. Therefore, it is important to us that you are aware of all the services available to you, particularly as your business evolves and your needs change. You can count on us to help you every step of the way!

In this "Service Spotlight" section of the newsletter, our goal is to help familiarize you, our very important client, with the wide variety of service offerings available to help you prosper. For information on all of our services, visit our website at www.gggcpas.com.

THIS WEEK'S TOPIC: CLOUD ACCOUNTING



What is Cloud Accounting and Why Do I Need It for My Business?

By Paul J. Gerry, Jr., CPA, PFS

It is hard to believe the Internet is barely 20 years old. Yet in just two decades the Internet has dramatically changed the way we communicate, travel, shop and conduct

business. What used to take days or weeks to accomplish can now be done in real time.

Nowhere has the Internet had more impact than in business. Technology has allowed local companies to enjoy a global presence, and given international corporations a local footprint. Business processes have been streamlined and accelerated, resulting in significant improvement in efficiency.

[**READ MORE HERE**](#)

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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We're Growing!

View our current job openings and the many benefits of joining our team.

[VIEW JOB OPENINGS](#)