



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.

Two Gray, Gray & Gray Partners Join Energy Industry Task Force

Two partners from Gray, Gray & Gray have been named to serve on a new Task Force established by the New England Fuel Institute (NEFI). The Task Force will focus on monitoring and discussing the federal tax reform proposals of interest to the home heating industry and making recommendations to the NEFI Executive Committee and Board of Directors. Jeff Foley, CPA, head of Gray, Gray & Gray's Energy Practice Group, and tax partner Kelly Berardi, JD, will serve on the NEFI Task Force.

The NEFI Tax Reform Task Force was created by NEFI Chairman Mike Estes of Estes Oil & Propane (York, Maine) at the recommendation of the Government Affairs Committee, led by Scott MacFarlane of MacFarlane Energy (Dedham, MA). Former NEFI Chairman Jim Townsend of Townsend Energy (Danvers, MA) will lead the group.



Jeffrey P. Foley, CPA
Partner



Kelly A. Berardi, JD
Partner

[READ MORE HERE](#)

Take Part in Gray, Gray & Gray's 2017 Energy Industry Survey Now!



Over the past 26 years, it's your participation in this important survey that has allowed us to provide a "snapshot" of the retail oil and propane industry, helping to establish industry benchmarks and the standards by which company performance is measured.

Be among the first to see the results of this year's survey! Participate in the survey today and you'll receive a first glimpse at the results. As a token of our appreciation, all participants will receive an advance copy of the survey results.

To complete the survey:

- 1) Fill out the form you received in the mail **OR**
- 2) Fill out the online form by clicking the button below

Please complete this year's survey with information from your company's [April 1, 2016 - March 31, 2017](#) results.

The submission deadline is [April 28, 2017](#).

[CLICK HERE TO TAKE THE SURVEY](#)

2017 NPGA Southeastern Convention & International Propane Expo is This Month!

April 21-23, 2017

Nashville, TN

Gray, Gray & Gray Booth #: 459



Gray, Gray & Gray is excited to be a part of this month's NPGA Southeastern Convention & International Propane Expo! 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](#)



Joe Ciccarello, CPA, MST
Managing Partner



Jeffrey P. Foley, CPA
Partner



Kelly J. Monestime
Chief Marketing Officer


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!

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