

# Fueling Your Future.



Information for Oilheat,  
Propane & Petroleum  
Business Leaders

**GRAY GRAY & GRAY**<sup>®</sup>  
CERTIFIED PUBLIC ACCOUNTANTS | ADVISORS

Canton | Framingham | Boston

BEYOND THE NUMBERS

Issue No. 58

## *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.*

## Thanks for Visiting Us at Last Month's Conferences!

### 2017 New England Fuel Institute Expo

June 14-15, 2017

DCU Center - Worcester, MA

### First Annual Northern New England Energy Conference

June 19-20, 2017

Sebasco Harbor Resort - Sebasco Estates, ME



Thank you to everyone who visited us last month at the NEFI Expo and First Annual Northern New England Energy Conference, and picked up a copy of our Energy Industry Survey Results and checked out our Energy Owner Financial Dashboard. We also hope you enjoyed the "Measure It to Manage It: Advanced Financial Management" session presented by Steve Abbate of Cetane Associates and Gray, Gray & Gray Partner Jeff Foley, as well as the "How Trump's Tax Plan Will Affect the Energy Industry" presentation by Tax Partner Brad Carlson at the NEFI Expo. It was great to catch up with many of our clients and friends, and chat with you about your accounting, tax and business advisory service needs. As always, we are here to serve you so please feel free to [contact us](#) with any additional accounting and/or consulting questions or concerns you may have.

### Will You Help Us Send Disadvantaged Children Back to School with the Supplies They Need?



The Gray, Gray & Gray Charitable Foundation is partnering with Cradles to Crayons in a "Back-to-School" drive to provide underprivileged families with backpacks filled with the essential items necessary for their children to succeed. In addition to donating \$1,000 toward the

program, we have set a goal of filling 50 backpacks with items donated by clients, friends, and team members. **Here's how you can help...**

Now through August 4, visit our offices to drop off items from the [requested supply list](#) at our Cradles to Crayons lobby display. Or take a "paper backpack" and purchase and fill a backpack to donate. If you can't make it to our office, you can [make a financial donation here](#).

**Congratulations to Newly Promoted  
Gray, Gray & Gray Team Members!**

It is with great pleasure that we announce the following Gray, Gray & Gray team member promotions in the Tax and Client Services Departments this July.



Congratulations to all on your well-deserved promotions! Thank you for your dedication to going beyond the numbers for clients and fellow team members.

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### ***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](#)**