

Fueling Your Future.

Information for Oilheat,
Propane & Petroleum
Business Leaders



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

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BEYOND THE NUMBERS

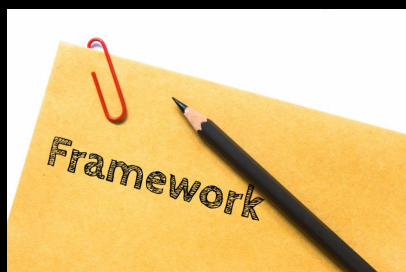
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It takes more than numbers.

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.

New Tax Reform Framework Released: Unified Framework for Fixing Our Broken Tax Code



On September 27, 2017, the Trump Administration, the House Committee on Ways and Means, and the Senate Committee on Finance unveiled their "Unified Framework for Fixing Our Broken Tax Code." The full, nine-page framework offers an overview of the

four principles that President Trump has laid out for tax reform, and the specific goals for each.

According to the U.S. Department of the Treasury, "This framework will deliver a 21st century tax code that is built for growth, supports middle-class families, defends our workers, protects our jobs, and puts America first. It will deliver fiscally responsible tax reform by

broadening the tax base, closing loopholes and growing the economy."

[READ MORE HERE](#)

Kevin F. Howley, CPA Joins Gray, Gray & Gray as Partner

It is with great pleasure that we welcome Kevin F. Howley, CPA as a new partner at Gray, Gray & Gray! Kevin brings more than 35 years of experience to Gray, Gray & Gray's Emerging Business Practice Group. He has helped hundreds of companies evolve from a bright idea to a brilliant business model.



"Kevin Howley's experience with start-up and growth stage businesses will be an important asset for our clients," said Joe Ciccarello, Managing Partner of Gray, Gray & Gray. "The Boston area and New England region remain a hotbed for new initiatives and ideas, and we are now ideally situated to provide them the financial, tax and management advice and support that are so necessary to their success."

Welcome to the team, Kevin!

[READ MORE HERE](#)

Have You Reserved Your Spot?
Gray, Gray & Gray's Year-End Business Planning Seminar:
Where is Your Business Heading in 2018?
Tuesday, November 7, 2017



What plans are you making for your business for 2018...and beyond? Gray, Gray & Gray has assembled a lineup of leading business authorities to provide expert insight and actionable recommendations for making the future a bright one for your business. **Join us as our guest for the following sessions:**

What's Your Magic Number?

Moderator: *Larry Gennari, Partner, Gennari Aronson, LLP, & Adjunct Professor, Boston College Law School*

Panelists: *Jim DeLeo, Kelly Berardi & Dan Romano, Gray, Gray & Gray; Don Garcia, Boyd Coatings; Kathryn Berardi, Imugen, Inc.; Mike Cook, Corporate (IT) Solutions*

Tax Update

Speakers: *Brad Carlson and Derek Rawls, Gray, Gray & Gray*

Cyber Security

Speaker: *Bobby Garrett, Gray, Gray & Gray*

The Outlook for Business One Year into the Trump Presidency

Keynote Speaker: *Chris Hennessey, Professor Emeritus, Babson College*

[LEARN MORE & REGISTER HERE](#)

Thanks for Visiting Us at the Southern New England Energy Conference Last Month!



Thank you to everyone who stopped by our booth and to all those who joined in the "Behind the Numbers" session led by Gray, Gray & Gray Partner [Jeff Foley](#) and Manager [Marty Kirshner](#)!

In case you missed the "Behind the Numbers" session, Jeff and Marty took a closer look at some of the more interesting data points from this year's Energy Industry Survey, including eye-opening tendencies in owner compensation, the sources of new customer acquisition and insights into service diversification. They also covered 10-year trends from the survey that trace an industry in transition, with some forecasts into where we may be headed - and examples of how successful dealers are using the information presented in the survey to measure and benchmark their own company's performance, with an eye toward improving efficiencies and boosting the bottom line.

As always, our goal is to help you prosper in the present and future. If you would like additional details about the information shared at our recent session or if you have any questions, please [contact Gray, Gray & Gray's Energy team](#) today.

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