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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.

## Marty Kirshner Takes the Lead in Energy



We are pleased to announce that Marty Kirshner, CPA, MSA, has taken the helm of our Energy Practice Group, which serves the accounting, tax, and business advisory needs of oilheat, propane, and petroleum distributors and retailers throughout the northeast U.S.

Marty is a familiar face to many in the energy industry. He has been an active member of the energy community for almost a decade, and is well suited to

directing this continually growing practice area. Marty will continue and expand our focus on going "beyond the numbers" for our energy clients. Gray, Gray & Gray has been working with energy companies since our founding in 1945, and has earned a reputation as one the country's leading accounting firms in the industry, thanks to innovations such as our Annual Oil and Propane surveys, FuelTrack<sup>™</sup> benchmarking reports, oil delivery calculator, margin calculator, and FuelExchange<sup>™</sup> merger & acquisition service.

Sincerely,

Joe Ciccarello, CPA, MST Partner Gray, Gray & Gray, LLP

# Don't Miss This Important Webinar! What You Need to Know About the Tax Cuts and Jobs Act Thursday, January 4, 2018 at 10:00am EST

Right now, there are more questions than answers about the impact of the new tax law. Gray, Gray & Gray Tax Partner Emeritus Mike Koppel will help answer your questions during this special one-hour webinar.

This webinar will provide essential information for anyone who pays taxes! Remember, the pending Tax



Cuts and Jobs Act is the most comprehensive and far reaching tax bill since 1986, a massive overhaul of the federal tax laws that will affect virtually every tax-paying American. Many of the changes begin almost immediately, and may even affect your tax planning for this year.

**REGISTER FOR WEBINAR HERE** 

Happy New Year from Gray, Gray & Gray!



As we kick off the New Year, we would like to express our sincere gratitude to our clients and team members. We are grateful for the opportunity to work with such amazing clients and team members, and look forward to making 2018 another successful year. Cheers to continuing to go beyond the numbers!

We wish you a happy and prosperous New Year!

### 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**