

Fueling Your Future.



Information for Oilheat,
Propane & Petroleum
Business Leaders

GRAY GRAY & GRAY®

CERTIFIED PUBLIC ACCOUNTANTS | ADVISORS

Canton | Framingham | Boston

BEYOND THE NUMBERS

April 2018

Issue No. 67

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.

Oil & Energy Magazine Features:
"The Most Important Things to Know About the New Tax Law"
 by Derek B. Rawls, CPA, MST
 Gray, Gray & Gray, LLP



The Tax Cuts and Jobs Act was passed by Congress on December 20, 2017 and signed by the president on December 22, 2017. It represents the most comprehensive overhaul of the federal tax laws in nearly 40 years. While it is a sprawling and complex document that will likely take months to fully unravel, we do know that the tax law includes many provisions that are important to anyone running an energy business. Let's look at them in this article.

[READ MORE HERE](#)

PARTICIPATE TODAY!

Gray, Gray & Gray's 27th Annual Energy Industry Survey



For nearly three decades, your participation in Gray, Gray & Gray's Energy Industry survey 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.

By participating in this year's survey, you'll receive a first glimpse at the results! As a token of our appreciation, all participants will be sent 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, 2017 - March 31, 2018 results.

The submission deadline is April 27, 2018.

[TAKE THE ONLINE SURVEY HERE](#)

HAVE YOU REGISTERED?

Gray, Gray & Gray's First "Around the Energy Industry" Event Thursday, May 10th - Canton, MA

Gray, Gray & Gray has assembled the energy industry's most innovative local leaders to provide expert insight and actionable recommendations to help you plan for a stronger, more profitable future for your

business. Register now and join us on May 10th.

Sessions to include:

- Gray, Gray & Gray's 2018 Energy Industry Survey Results
- Update on Government Regulations
- The Impact of the New Tax Law on Energy Companies
- Protecting Your Energy Business from Cyber Threats
- Acquisition Market Update
- Panel Discussion: Succession Planning



Cocktail reception and networking will follow.

Thursday, May 10, 2018

Gray, Gray & Gray, LLP
150 Royall Street, Canton, MA 02021

Registration: 1:00pm

Seminar: 1:30pm

Cocktails: 4:30pm

*Reservation required. Attendance is free, but seating is limited.
Please reserve your place today.*

LEARN MORE & REGISTER HERE

Visit Us at These Upcoming Spring Conferences

**National Propane Gas Association Southeastern Convention &
International Propane Expo**

April 6- 8, 2018

Georgia World Congress Center - Atlanta, GA

Gray, Gray & Gray Booth #1058

Eastern Energy Expo

May 20-23, 2018

Foxwoods Resort Casino - Mashantucket, CT

Gray, Gray & Gray Booth # 2310

Join us for a special presentation on the impact of tax reform on the energy industry and ways to begin preparing now for the next heating season - presented by Gray, Gray & Gray Manager Marty Kirshner, CPA, MSA and Gray, Gray & Gray Partner Derek Rawls, CPA, MST!

[More events to follow.](#)

If 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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