

Fueling Your Future.



Information for Oilheat,
Propane & Petroleum
Business Leaders

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

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.

Oil & Energy Magazine Features: "Meeting the Recruitment Challenge"

**by Marty Kirshner, CPA, MSA
Gray, Gray & Gray, LLP**

Ask any energy company owner about the biggest challenge they face, and the reply will likely be the difficulty of finding qualified workers to fill open positions. This growing disparity between the number of available jobs and the number of skilled workers is a continuing problem that can hamper a company's growth.



Need proof? Customer demands during the extended cold snap we experienced this past January put a severe strain on human resources at oil and propane companies across the Northeast. Owners and senior managers were forced to pitch in by driving delivery trucks or making service calls. This is just a preview of what energy businesses will face as veteran employees retire.

[READ MORE HERE](#)

THANK YOU FOR JOINING US
Gray, Gray & Gray's First "Around the Energy Industry in 180 Minutes" Event on May 10th

Thank you to everyone who attended our very first "Around the Energy Industry in 180 Minutes" event last month! And special thanks to all of our presenters and panelists - Joe Ciccarello, Marty Kirshner, Michael Ferrante, Brad Carlson, Kelly Berardi, Derek Rawls, Bobby Garrett, Steve Abbate, Craig Snyder, Tom Holden, Chuck Holden, Mark Allen and Matt Allen - for sharing their experiences and wisdom with us. We hope this event helped you to get up to speed on the latest energy industry trends, the impact of key government regulations on your business, and ways to begin preparing for a successful transition in the years ahead. [Click here to view event photos on our Facebook page.](#)



If you have any questions about the topics discussed, please feel free to [contact a member of our Energy team today.](#)

Conferences Update

Thank you to all who stopped by our booth at the **Eastern Energy Expo** last month and joined us for a special presentation by Gray, Gray & Gray Manager Marty Kirshner, CPA, MSA and Gray, Gray & Gray Partner Derek Rawls, CPA, MST on the impact of tax reform on the energy industry as well as ways to begin preparing now for the next heating season.

VISIT US AT THESE UPCOMING CONFERENCES:

Northeast Propane Show

August 8-9, 2018

DCU Center - Worcester, MA

Gray, Gray & Gray Booth # TBD

Join us for two informative presentations:

The New Tax Law and Its Effect on Company Value - presented by Gray, Gray & Gray Tax Partners Kelly Berardi, JD, and Brad Carlson, in conjunction with Steven Abbate of Cetane Associates and

Annual Propane Survey Results and Trends Update - presented by Gray, Gray & Gray Manager Marty Kirshner, CPA, MSA

Southern New England Energy Conference

September 24-25, 2018

Newport Marriott - Newport, RI

Gray, Gray & Gray Booth # TBD

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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