

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:
"Beyond the Numbers: Energy Industry Insights"
by Marty Kirshner, CPA, MSA
Gray, Gray & Gray, LLP



For the past 27 years Gray, Gray & Gray has conducted an annual survey of the retail energy industry. What started as a brief (10 questions) questionnaire to discover what challenges dealers were facing has evolved and expanded into a comprehensive examination of industry trends and benchmarks. We've gone from curiosity to curating the pulse of the industry.

Some of changes we have tracked are dramatic. For example, the average retail price of a gallon of heating oil in 1999 was just over 80 cents. In 2018 the average

margin for a gallon of oil was more than 76 cents. That's progress. Twenty years ago, only 22% of energy companies were looking to expand by acquisition; ten years ago that number had only risen to 26%. This year more than half (55%) are seeking to buy another company.

Interestingly, the average delivery drop for heating oil has remained almost the same for 27 years (150 gallons in 1992, 160 gallons in 2018).

[READ MORE HERE](#)

Mark Your Calendar!

Please be sure to visit us and join in our presentation on pressing topics impacting you and your energy business!

Southern New England Energy Conference September 24-25, 2018

Newport Marriott - Newport, RI

Gray, Gray & Gray Booth # TBD

*Join us on Monday, September 24th for
an informative presentation on:*

Hard Hitting Facts About the Impact of Tax Reform on the Energy Industry

Presented by:

Gray, Gray & Gray Partner Derek B. Rawls, CPA, MST

As trusted advisors to energy businesses throughout New England for over 70 years, Gray, Gray & Gray has first-hand knowledge of the impact that the new tax laws have on energy retail and distribution businesses, and ways many companies can take advantage of opportunities for tax savings.

During this session, Gray, Gray & Gray Tax Partner and SALT (State and Local Tax) expert Derek Rawls will help educate you on the sweeping tax changes - including federal rules and their impact on pass-through entities, as well as changes affecting Massachusetts, Connecticut and Rhode Island. Derek will also share with you some key insights on the rules for C corporations.



Derek B. Rawls
CPA, MST
Partner



Marty Kirshner
CPA, MSA
Manager & Energy
Practice Group
Champion



C. Joseph
Ciccarello
CPA, MST
Partner


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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