

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.

We have answers. Do you have questions?



We are in the process of preparing our annual Energy Industry Survey, which will be released early in 2019. We'd like your input on the kinds of topics we should cover and questions we should ask. What kind of information would help you and your fuel oil or propane business?

Send your suggestions to Laura Pollis at: lpollis@gggcpas.com. Please include your name and company (if you'd like) so that we can contact you with any questions about your suggested topic.

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SURVEY RESULTS**

Gray, Gray & Gray's Year-End Tax & Business Planning Seminar Recap



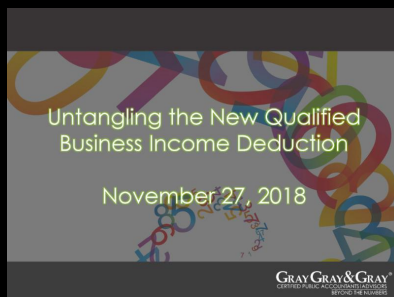
Thank you to everyone who participated in Gray, Gray & Gray's 2018 Year-End Business Planning Seminar on November 13th. This year's half-day seminar was jam-packed with critical information to help you achieve success in 2019. We hope that

you enjoyed the presentations and panel discussions, and will put this information to work for your business.

Special thanks to all of our presenters, moderator and panelists - including Jim DeLeo, Kelly Berardi, Brad Carlson, Derek Rawls, Jack Cashman, Dan Romano, Bobby Garrett, Derrick Rebello, David Robinson and Chris Hennessey - for sharing their knowledge of the latest on tax reform and the new tax law, protecting your corporate and personal data from cyber criminals, M&A trends, employment law, and a current look at the state of the economy and the potential impact on businesses in the U.S. and around the globe.

[CLICK HERE TO VIEW EVENT PHOTOS ON FACEBOOK](#)

Webinar Recording Available! Untangling the New Qualified Business Income Deduction



In case you missed yesterday's webinar or would like a refresher on the information shared, now you can access the recording online.

Make sense of the 199A opportunities for your pass through business.

Untangling and understanding the new provision now can give you the information you need to position yourself and your company so that you can maximize the benefit of the deduction.

During this webinar, Gray, Gray & Gray Tax Partner Emeritus Mike Koppel sorts out the details and gives a clear picture of how 199A

can work for you. Don't miss out on this important information.

[CLICK HERE TO VIEW THE
WEBINAR RECORDING](#)

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!

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