



Fueling Your Future.

Information for Oilheat,
Propane & Petroleum
Business Leaders

GRAY GRAY & GRAY®

CERTIFIED PUBLIC ACCOUNTANTS | ADVISORS

Canton | Framingham | Boston

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.

2016 Propane Industry Survey Results

As the energy industry's leading accounting and business advisory firm, Gray, Gray & Gray is pleased to release the results of a broad survey of propane retailers in the six-state New England region. Although we have surveyed the region's oilheat dealers for the past 25 years, this is the first time we have surveyed propane dealers specifically.

Our goal was to create a 'snapshot' of the propane industry's financial and operational best practices, and to provide benchmarks against which propane companies can measure their own performance. You can't manage what you don't measure, and these numbers provide some key points of comparison for dealers.

How can you use these results? Many of the questions zero in on key performance indicators (KPIs), measurements which can help you determine which areas of your business are operating efficiently and

which may need more attention. While results will vary for your business, it is helpful to see what the industry averages are, and compare your results accordingly.

For additional information or help in using the propane survey results to measure your own company's performance, call the Energy Practice Group at Gray, Gray & Gray at (781) 407-0300.

[Click here to download the results.](#)

Before You Hand Out Those Holiday Turkeys...



With the holiday season rapidly approaching, now is the time many employers are addressing any seasonal gifts or bonuses they will be giving employees. You should be aware that the type and size of gift you give can affect both the company's ability

to deduct the cost, and the employee's compensation liability for taxes.

[Click here to read the full article.](#)

Ho, Ho, Hold it! Be Careful How You Deduct those Holiday Gifts



Have you started your holiday shopping yet? If you are a business that promotes itself by giving holiday gifts to clients or vendors, the tax law has some very Grinch-like rules about deducting the cost of the gifts you give during the holidays, or at any other time of year.

[Click here to read the full article.](#)

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