

Fueling Your Future.



Information for Oilheat,
Propane & Petroleum
Business Leaders

GRAY GRAY & GRAY
CERTIFIED PUBLIC ACCOUNTANTS | ADVISORS

Westwood | Framingham | Boston

BEYOND THE NUMBERS

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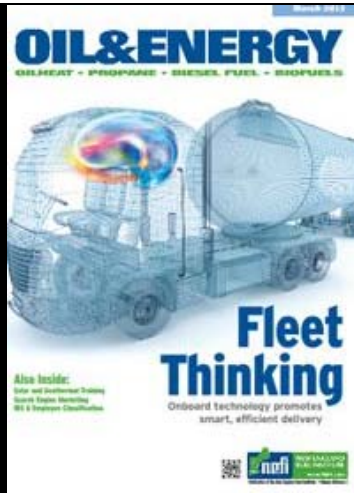
It takes more than numbers.

Gray, Gray & Gray is here to help you "Fuel Your Future" by going beyond accounting services. With over 65 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

"IRS Cracking Down on Employee vs. Contractor Classification"
by Michael D. Koppel, Tax Advisor at Gray, Gray & Gray

Recently the IRS and U.S. Department of Labor announced their plans to aggressively crack down on companies who - intentionally or accidentally - misclassify workers as independent contractors, thus avoiding paying payroll taxes and benefits. Check out this article to gain a better understanding of the difference between employee vs. contractor classification, and how designating with care could help you to avoid penalty.



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

**Have You Registered?
Accounting for Obamacare WEBINAR
Thursday, April 4, 2013
10:00am EDT**

Did you miss our recent educational seminar on the Patient Protection and Affordable Care Act (more commonly known as "Obamacare")? Then you do not want to miss this webinar on April 4th!



We'll share with you some ways to start addressing these changes now so you can avoid undue stress at the end of the year. The "Accounting for Obamacare" Webinar is free to attend, but pre-registration is required. Please be sure to reserve your spot today!

[Click here for more details and to register now.](#)

**Watch for Gray, Gray & Gray's 2013 Oilheat Survey
arriving in your mailbox later this month!**

It's Time to Shift Gears.



Times have changed and so has the energy industry.

You can't run your business the same way you have in the past.
That's why Gray Gray & Gray has developed
5-SPEED

5-Year
Strategic
Planning
Exercise for
Energy
Dealers

Our industry experts will work with you to develop a customized five-year plan of action to help move your company forward with confidence.

GET IN GEAR!

Contact [Joe Ciccarello](#), [Jeff Foley](#) or [Marty Kirshner](#) today to discuss a 5-SPEED strategic plan for your energy business



Client Testimonials

"Gray, Gray & Gray is not limited to providing only traditional accounting. They have become involved in everything from strategic planning to operations, and have also provided personal tax planning and succession planning for us. They are among our most trusted advisors."

- Jim Garrett, Volta Oil Co., Inc.

"Gray, Gray & Gray has been an essential part of the growth and continued success of Peterborough Oil. In addition to their always excellent guidance on tax and financial issues, Gray, Gray & Gray played an integral part in the successful transition of the business from one generation to the next, and served as our most trusted advisor during the sale of our company. Their knowledge of our company and our industry make Gray, Gray & Gray an invaluable resource to us."

- Jack Ford, Peterborough Oil Co., Inc.

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