

Fueling Your Future.



Information for Oilheat,
Propane & Petroleum
Business Leaders

GRAY GRAY & GRAY
CERTIFIED PUBLIC ACCOUNTANTS | ADVISORS

Westwood | Framingham | Boston

BEYOND THE NUMBERS

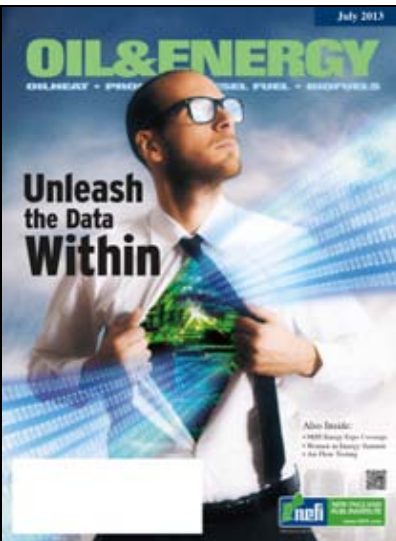
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It takes more than numbers.

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.

*Three Gray, Gray & Gray Features in
Oil & Energy Magazine*



"Set the Stage for Greater Profitability in Five Steps" **Article written by Jeff Foley, CPA, Gray, Gray & Gray**

No matter how you look at it, the winter of 2012-13 was one of the better heating seasons the industry has enjoyed in recent memory. Wholesale product prices were stable, margins were good, and Mother Nature cooperated with a long spell of cold weather lasting into the spring. The strong season has relieved a lot of pressure on oil and propane retailers who were facing dire prospects just one year ago.

But can one good winter translate into an economic recovery across an industry that has faced more than its share of challenges over the past several years? The answer depends on what each dealer does to capitalize on this reprieve.

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

"Gray, Gray & Gray Oilheat Survey Shows Positive Signs"

Oil & Energy magazine highlighted results and offered an excerpt from Gray, Gray & Gray's 2013 Oilheat Industry Survey. The survey was distributed to retail fuel oil and propane dealers throughout the Northeast and Mid-Atlantic regions of the U.S.

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

"Understand the Numbers and Grow the Profit"

During last month's NEFI Business Conference, which ran concurrently with the NEFI Energy Expo at Gillette Stadium, Gray, Gray & Gray's Managing Partner Joe Ciccarello and Supervisor Marty Kirshner led a seminar on business finance.

Oil & Energy magazine highlighted some key points from their presentation, including the fact that heating oil companies can improve profitability and strengthen their financial standing by gaining a clearer understanding of how revenues are flowing in and out of each department.

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

Mark Your Calendar!
Gray, Gray & Gray to Exhibit at
September Energy Conferences:

2013 Southern New England Energy Conference

Sponsored by Massachusetts Oilheat Council, Oil Heat Institute of Rhode Island and Connecticut Energy Managers Association
Montville, CT
September 19th-20th

2013 Oil Heat Council of New Hampshire Annual Meeting

Meredith, NH
September 11th-12th

Watch your email for more details coming soon.



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 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 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, Inc.

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