

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.

Breaking News:

Registration Deadline Extended to Wednesday, October 9th for Gray, Gray & Gray's Upcoming Year-End Planning Seminar in Westborough, MA!



Due to the overwhelming popularity of Gray, Gray & Gray's October 1st Year-End Planning Seminar, we've increased the capacity and extended the registration deadline for our October 16th seminar in Westborough, MA. Don't let this second chance pass you by. Join us to learn how you could better manage your finances and your life. Our all-star lineup of presenters includes thought leaders in Boston's accounting, tax, legal and investment communities.

Wednesday, October 16, 2013

**Hilton Doubletree Hotel
Westborough, MA**

[Click here for more details and to register for Gray, Gray & Gray's Year-End Planning Seminar.](#)

Oil & Energy Magazine Features

"Plan Ahead...or Fall Behind"

by Joe Ciccarello, CPA, MST
Managing Partner, Gray, Gray & Gray



With the pace of the world today, the owner or manager of an oilheat or propane company is faced with a seemingly unending string of crises, challenges and decisions. It may seem that most days are spent putting out one fire after another. But this kind of "right here, right now" focus can be costly down the road, as it leaves little time for strategic, long-term planning.

One of your duties as a leader is to prepare your business for the future. Strategic planning cannot be done effectively "on the fly" or on an "I'll get to that someday" basis. You need to carve out the time from a busy schedule to allow you to give your full

attention to examining where your company stands, what is happening in the industry, and determining where you want to take your company in the future.

[Click here to read the full article on how planning ahead could help prevent your company from falling behind.](#)

2013 Southern New England Energy Conference

Thank you to everyone who stopped by Gray, Gray & Gray's booth and joined our "Going Beyond the Numbers to Planning a Profitable Future" presentation at the 2013 Southern New England Energy Conference last month. We hope our team was able to answer your questions and that the information shared during the presentation helps you to develop a clear direction for the future of your company.

As always, our team is here to serve as your partner in success. We take great pride in going beyond the numbers to meet the accounting and business consulting needs of our Energy clients. If you have any questions or concerns about accounting, tax or business planning, please feel free to [contact our team](#).



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

"I have been a Gray, Gray & Gray client for 20 years and plan to remain so for as long as I am in

business. And hopefully for many years beyond! Gray, Gray & Gray is much more than an accounting firm. Their long-term strategies have resulted in more money in my pocket and a more enjoyable life for me. They listen to me, and wrap my assets, such as my business and real estate, around my long-term goals with creative, efficient business and personal plans. I count on Gray, Gray & Gray. Their experience has worked for me."

- James Horan
Horan Oil Co.
Stoughton, MA

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