



# 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.*

### *Is the QuickBooks Era Over? The future of accounting is in the Cloud.*

*by Paul J. Gerry, Jr., CPA, PFS  
Gray, Gray & Gray, LLP*

If you're like most American businesses, you use an accounting application that is housed and accessed on-site. Most likely that application is QuickBooks, which is far and away the most popular accounting application for small and medium sized businesses. And with good reason. QuickBooks is simple to use, comes with a wide range of helpful features, and is well supported by its developer, Intuit.

Here at Gray, Gray & Gray, we have supported QuickBooks for our clients, including several energy businesses, with great success for many years. And we will continue to provide support for QuickBooks for those clients who continue to use it. But as the business world continues to trend towards Cloud-based storage and computing, we have adapted with the times.



[Read more on how the Cloud has caught up with the accounting world...and what it could mean for your energy business.](#)

## Tax Deadline Reminder: March 17, 2014



Due to the normal corporate tax return deadline falling on a Saturday this year, the date has been pushed to March 17th instead of March 15th. Remember, the March 17th deadline applies to filing of **corporate tax returns** for the year 2013, or to filing a request for an automatic 6-month extension of time to file for corporations who use the calendar year as their tax year. If you have any questions about tax deadlines, please [contact us](#).

## Coming Soon: Gray, Gray & Gray's 2014 Oilheat Survey!

Gray, Gray & Gray's Oilheat Survey has provided a profile of oilheat and propane retailers for nearly a quarter of a century. Watch your inbox for more details and announcement of this year's survey availability.



## How Does Gray, Gray & Gray Go Beyond the Numbers for You?



Every business owner should have a network of professionals who serve as their trusted advisors and strategic partners in success. At Gray, Gray & Gray, that's exactly what we strive to do each and every day for all of clients. We refer to this as going "beyond the numbers" for our clients.

How does Gray, Gray & Gray go "beyond the numbers" for you? Please [help spread the word by sharing your feedback with us here](#).



*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.



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