

Fueling Your Future.



Information for Oilheat,
Propane & Petroleum
Business Leaders

GRAY GRAY & GRAY
CERTIFIED PUBLIC ACCOUNTANTS | ADVISORS

Westwood | Framingham | Boston

BEYOND THE NUMBERS

April 2014

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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.

Participate in Gray, Gray & Gray's 2014 Oilheat Survey!

We invite you to participate in Gray, Gray & Gray's 2014 Oilheat Survey. This survey has provided a profile of oilheat and propane retailers for nearly a quarter of a century. With your help, we can continue to allow businesses like yours to compare practices and performance against others in the oilheat industry.

Complete this year's survey by 1) filling out the form you received in the mail OR 2) completing the online form.

[Click here to participate in this year's online survey.](#)

The deadline for completing the survey is May 15, 2014.

NOTE: Please complete the survey using information from your company's May 1, 2013 through April 30, 2014 results.



Business and Personal Record Retention Guides

Should you keep those old statements?

How long should you hold onto those old tax returns?

Spring has sprung. It's officially time to start your cleaning and organization projects. It's the perfect time to clean out your files...but before you do, be sure to review this important information about record retention.



[Click here to view the basic guide to record retention prepared by the Federal Taxation Committee of the Massachusetts Society of CPAs, Inc.](#)

Tax Deadline Reminder



April 15, 2014:

Filing deadline for 2013 individual (Form 1040, 1040A, or 1040EZ) tax returns

Last day to make a contribution to a traditional IRA, Roth IRA, Health Savings Account (HAS), SEP-IRA, or solo 401(k) for 2013 tax year (although extensions are available for SEP-IRA and solo

401 (k))

Deadline to file a partnership tax return (Form 1065) or request a 5-month extension (Form 7004)

Deadline to file estate income tax or trust income tax returns (Form 1041), or to request a 5-month extension (Form 7004)

1st quarter estimated tax payments due for the 2014 tax year

If you have any questions about tax deadlines, please [contact us](#).

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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