

Fueling Your Future.



Information for Oilheat,
Propane & Petroleum
Business Leaders

GRAY GRAY & GRAY[®]
CERTIFIED PUBLIC ACCOUNTANTS | ADVISORS

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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 nearly 70 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
"Are You Wearing Too Many Hats" Article
by C. Joseph Ciccarello, CPA, MST
Managing Partner, Gray, Gray & Gray, LLP**



Owner's time is too valuable to squander on routine tasks.

Every business, including oilheat and propane companies, should have an organizational chart that defines who's in charge, who manages each department, and who reports to whom. It's an effective way to assign responsibilities and to make sure nothing "slips through the cracks" without being addressed and managed.

The challenge facing many energy retailers today is that too many of the slots on the organizational chart are being filled by the same person - the business owner. This is diminishing the owner's ability to keep an eye on the "big picture." According to a 2012 eVoice SMB survey, 90 percent of business owners are juggling three or more roles, while 44 percent report filling five or more employee roles on a daily basis. It is difficult to manage the workforce if you are the workforce.

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

REMINDER: We've Moved!

Please update your records with our new address:

150 Royall Street, Suite 102
Canton, MA 02021



It's a new year and we couldn't be more excited about spending it in our beautiful new Canton home!

As the busy tax season approaches, we'd like to remind you to please review your records to ensure they reflect our new address.

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