

Fueling Your Future.



Information for Oilheat,
Propane & Petroleum
Business Leaders

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

Canton | Framingham | Boston

BEYOND THE NUMBERS

April 2015

Issue No. 30

It takes more than numbers.

Gray, Gray & Gray is here to help you "Fuel Your Future" by going beyond accounting services. With 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.

Take Part in Gray, Gray & Gray's 2015 Oilheat Survey!



We invite you to participate in Gray, Gray & Gray's 2015 Energy Industry Survey!

For the past 24 years, we've conducted an independent survey of the industry to provide you, our energy clients and friends, with the answers you need to move your business forward. Your participation in this year's survey will help us to create a current overview of the retail oil and propane industry, providing helpful insights and setting industry standards against which you can measure your own company's results.

[Click here to participate in Gray, Gray & Gray's 2015 Energy Industry Survey now.](#)

Please fill out this survey as completely as possible with information from your company's April 1, 2014 through March 31, 2015 results.

The deadline for completing this survey is May 1, 2015.

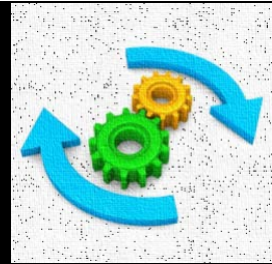
**Answer to Last Month's Gray, Gray & Gray Poll:
What Fuel Management Software Do You Use?**

Thank you to everyone who shared your responses to our March

newsletter poll!

The top results include:

FACTOR
ADD Energy E3
Blue Cow
Cargas



Stay tuned for our next poll question!

Gray, Gray & Gray to Present at Blue Cow User Group 2015
"What Comes Next? Planning for the Next Phase of Your Business"

June 3-4, 2015
Boston Marriott Peabody
Peabody, MA



Jeff Foley, CPA - Partner



Marty Kirshner, CPA, MSA - Manager

Visit our booth at the upcoming Blue Cow User Group Annual Meeting, and be sure to attend our business session entitled "***What Comes Next? Planning for the Next Phase of Your Business***" by Gray, Gray & Gray's [Jeff Foley](#) and [Marty Kirshner](#). This session is designed to help you gain a better understanding about the importance of early and consistent planning in order to achieve a successful transition from ownership to retirement. Join us to learn ways to build value in your company - from the customer list to strong margins, consistent cash flow, manageable debt, to functional operations and staff - and discover critical information about building a financial plan to finance your goals and choosing your own transition.

Fuel Your Future With Us
New England Fuel Institute Energy Expo 2015

SAVE THE DATE
nefi **EXPO**  **2015**
FUEL YOUR FUTURE
Powered by: **BIOHEAT**

JUNE 10-11, 2015  DCU Center  Worcester, MA

We hope to see you this June at the New England Fuel Institute Energy Expo 2015!

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