

Fueling Your Future.



Information for Oilheat,
Propane & Petroleum
Business Leaders

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

Canton | Framingham | Boston

BEYOND THE NUMBERS

August 2015

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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 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

Gray, Gray & Gray's Annual Oilheat Industry Survey Results
"Companies See Better Results in Memorable Winter"



The July issue of *Oil & Energy* magazine highlighted the results from Gray, Gray & Gray's 24th annual survey of the oilheat industry. This survey was distributed to retail fuel oil and propane dealers throughout the Northeast and Mid-Atlantic regions of the U.S.

"This was one of the worst winters in weather history across the United States, but one of the best seasons in recent memory for the retail energy industry," said Joe Ciccarello, CPA, MST, managing partner at Gray, Gray & Gray. Ciccarello points to the persistent cold weather that stretched well into the spring, reliable oil supplies, and lower global oil prices as factors that contributed to a strong year for many dealers.

[Click here to read more.](#)

Announcing the Retirement of Gray, Gray & Gray Team Members Fran Santostefano and Janet Marsh



Pictured here: Janet Marsh (left) and Fran Santostefano (right)

Fran Santostefano has served as the "smile" of Gray, Gray & Gray over the past 25 years, making team members and clients alike feel right at home through her role as the Director of First Impressions.

Janet Marsh has been an amazing relationship manager with clients as well as a steadfast resource for team members and clients alike over the past 18+ years, serving as a supervisor in the firm's Emerging Business Practice Group.

Later this month, Fran and Janet will begin their much-deserved golden years of retirement. Fran's last day at Gray, Gray & Gray will be Thursday, August 20th, and Janet's last day will be Thursday, August 27th.

We would like to take this opportunity to extend our deep appreciation to Fran and Janet for their wonderful friendship and incredible dedication to going beyond the numbers. We wish them all the best as they prepare for their retirement and infinite happiness in the years ahead!

Stay tuned for photos from our team gathering later this month where we will celebrate Fran and Janet's journey with Gray, Gray & Gray!

Congratulations to Newly Promoted Gray, Gray & Gray Team Members

The Partners of Gray, Gray & Gray are pleased to announce the following team member promotions:



Tom Flanagan
Supervisor
Client Services



Lilit Gasparyan, MBA
Supervisor
Client Services



Becky Gosselin Mayer,
MSA, CPA
Supervisor
Emerging Businesses



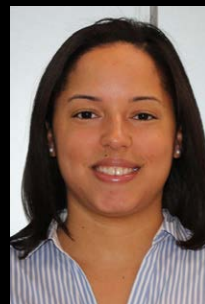
Marty Prendergast
Supervisor
Emerging Businesses



Chris Sweeney, MBA
Supervisor
Client Services



Ashley Oates, MBA
Senior Associate
Client Services



Bernarie Ovalles, MBA
Senior Associate
Client Services

These individuals have demonstrated an unwavering commitment to exceeding client expectations and to helping the firm reach new levels of success. Congratulations to Tom, Lilit, Becky, Ashley, Bernarie, Marty, and Chris on your well-deserved promotions!

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