

# Fueling Your Future.



Information for Oilheat,  
Propane & Petroleum  
Business Leaders

**GRAY GRAY & GRAY**<sup>®</sup>  
CERTIFIED PUBLIC ACCOUNTANTS | ADVISORS

Canton | Framingham | Boston

BEYOND THE NUMBERS

September 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.

## INSIDE Public Accounting Names Gray, Gray & Gray Among Top 200 Firms for 2015

INSIDE Public  
Accounting  
**2015 TOP  
200  
FIRMS**

It is with great pleasure that we announce Gray, Gray & Gray has been named as one of the Top 200 accounting firms in the United States by INSIDE Public Accounting, a leading national publication for the accounting industry. This year's rankings are based on INSIDE Public Accounting's analysis of more than 500 responses to a nationwide survey of public accounting firms. The Top 200 firms are ranked by U.S. net revenue.

[Click here to read the press release.](#)

## Visit Us at September Energy Conferences

Oil Heat Council of New Hampshire Annual Convention  
Mill Falls at the Lake - Meredith, NH  
September 1 - 2, 2015

CEMA 65th Annual Meeting & Southern New England Energy Conference  
Sponsored by Massachusetts Energy Marketers Association, Oil Heat Institute of Rhode  
Island and Connecticut Energy Marketers Association

Marriott Hotel - Newport, RI  
Gray, Gray & Gray Booth #17  
September 21 - 22, 2015

Don't miss Gray, Gray & Gray's "Planning for the Upcoming Winter - Making Your Company More Valuable" seminar on September 22nd.

Visit our booths at the upcoming conferences to learn more about the many ways Gray, Gray & Gray can go beyond the numbers for you and your energy business, such as:

- Budgeting for every heating season
- Turning departments into profit centers
- Arranging operational and capital financing
- Minimizing the taxes you pay
- Reporting on industry trends and how they apply to you
- Creating a succession plan for the next generation
- Business valuation
- Helping you grow organically or through mergers and acquisitions
- Finding a buyer for your business when it is time to exit
- Helping you plan for a retirement that allows you to cash in on a lifetime of work

We look forward to seeing you!



*Pictured here from left to right:  
Managing Partner Joe Ciccarello, Partner Jeff Foley,  
Manager John Vachon, and Manager Marty Kirshner*

## Recent Gray, Gray & Gray Events

Annual Summer Outing - August 10th

Retirement Celebration - August 18th



This year's summer outing called for bright sun and blue skies as we cruised down the Essex River to a sandbar. Once the boats pulled up to shore, there was no shortage of activities or friendly competition - from volleyball to KanJam, soccer, football, swimming and, of course, the much-anticipated GG&G horseshoe tournament. Team members worked up quite an appetite for our delicious New England clambake before crowning the champions of our horseshoe tournament.



Congratulations to Fran Santostefano (left) and Janet Marsh (right) on their well-deserved retirement. On August 18th, we gathered to celebrate this milestone and show our appreciation for their dedication and friendship. We wish Fran and Janet infinite happiness in retirement!

[Check out more photos from these recent events on Gray, Gray & Gray's Facebook page.](#)

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