

# Ocean View at Falmouth 2005 to Present: The value of a long-term relationship

## Initial Project

OceanView at Falmouth is a 21st Century retirement community, the genesis of which began in the 20th Century but with a vision that was ahead of its time. This community, offering a care continuum with cottages, apartments, assisted living, memory care, adult day services, professional office space, moderate income senior housing and a private/public partnership with the Town of Falmouth, is environmentally responsible, energy efficient, and from the beginning, was always expanding.

In 2005, Dead River Company was hired to provide temporary construction heat for an expansion project that was on an aggressive schedule. Dead River Company's successful execution of that project laid the foundation for a long and productive relationship centering on infrastructure, service, and security of supply.

## Why Dead River Company?

The man who had the vision for OceanView at Falmouth is founder and owner, John Wasileski. "Dead River Company is a family-owned, Maine-based company. As the owner of a Maine-based company, that appealed to me. Over the course of our better than 10-year relationship, I've seen that Dead River Company lives its values of integrity and strong customer service."

OceanView at Falmouth is an 80-acre community that, over the years, has required major infrastructure overhauls, and whose residents have required a reliable fuel source regardless of the severity of the winters.

Wasileski knew that Dead River, because of its size and supply network, would always have adequate fuel, and the expertise for any project regardless of scope and size.

## Most Recent Challenge

In an effort to create a greener, safer, more aesthetically appealing community, OceanView at Falmouth is investing millions of dollars in its green energy infrastructure—especially its propane infrastructure. "Propane is a certified green energy by the U.S. Department of Energy," said Wasileski. "We want to make it even greener. Right now we have too many delivery points, and too many tanks. That means too many delivery trucks on site too often."

Dead River Company needed to reduce the number of tanks, deliveries, and trucks, as well as assure each resident access to an uninterrupted supply of propane. To achieve this, Dead River Company needed to redesign the entire supply and distribution system, as well as obtain the necessary local, state, and federal approvals and permits.

## How Dead River Company Met the Challenge

The Dead River Company team designed a plan to eliminate 20 above ground propane tanks and their piping systems—each of which had to be filled individually—and replace them with one 30-thousand-gallon underground tank plus the necessary underground distribution lines. That tank, along with another existing 18-thousand-gallon tank, services the entire OceanView at Falmouth community.

## Ocean View at Falmouth (continued)

### Result

The previous multiple delivery points are now reduced to two, with a commensurate reduction in truck traffic. In addition, moving the infrastructure underground created more parking and green space, and also improved aesthetic sightlines around the campus.

“This is a full service retirement community, offering a continuum of care. We can’t afford any disruption in service or product. Because we can count on Dead River Company to deliver product and service, our residents can count on us to give them a safe, comfortable, green environment,” said Wasileski. “We get reliable, clean energy at an affordable price and our residents get peace of mind. Our relationship with Dead River Company is long term because we can depend on them.”