

School Administrative Unit #19 Goffstown, NH Schools 2013 to Present

Project

When Dead River Company first encountered School Administrative Unit (SAU) #19 in 2013, it was as a subcontractor on an energy conversion project involving electrical, heating, and other mechanical infrastructure updates at the middle and high schools in Goffstown, New Hampshire.

SAU #19 is responsible for roughly 3,400 children in grades K through 12. Dead River Company was there to convert the Goffstown High School and Middle School fuel delivery systems from heating oil to propane.

A second phase of the project would require converting the fuel delivery system at Goffstown's elementary schools from heating oil to propane.

Challenge

In the middle of the initial conversion project, the school system's heating oil provider abruptly went out of business, leaving school buildings across the SAU with empty tanks and cold rooms. At that time, the school system needed 195,000 gallons of #2 heating oil each year.

The short-term challenge for SAU #19 Business Administrator, Ray Labore, was to find a reliable, competitively priced source for heating oil and to get the furnaces running again. Until the conversion to propane was completed in the middle and high schools, he couldn't risk another interruption of service in the middle of winter. Plus, the elementary schools would not be converted to propane for at least another year.

The long-term challenge was to finish the conversion to propane in the middle and high schools and then launch a similar conversion at the elementary schools in Goffstown.

Result

Because Dead River Company was already on site working to convert some of the schools from oil to propane heat, Labore turned to Dead River Company for help.

"They stepped right in and met our heating oil needs. They are big enough so that supply was never an issue, but what I'm most appreciative of is their understanding and appreciation that public schools have limited resources and a strict budget," said Labore. "They got us the oil we needed at a price we could afford."

"As we convert to propane, Dead River Company has given us a procurement opportunity of three years of budgeted propane pricing that guarantees us a fixed price. The savings for the school district have been tremendous, allowing us to focus more of our budget on teaching and learning," added Labore.

When the Goffstown conversions are completed, the school district will then convert the New Boston elementary schools from heating oil to propane. Dead River Company will handle that project as well.

"We can all collectively sleep at night, knowing Dead River Company is on this," said Labore. "We don't worry about any problems associated with heating our schools. In the three years that Dead River Company has been on the job, we've never had a problem. The supply is there, the expertise is there, the service is there. I'd recommend them highly—they have just the right recipe for customer service."