



# Partnership Profiles



O&M Services

Turnkey Installation

Energy Services

System Solutions

**Site:** H. J. Heinz

**Location:** Muscatine, IA

**Scope of Work:** Armstrong Service owns, operates, and maintains the utility assets, including steam, compressed air, and wastewater treatment. Additionally, ASI is responsible for the maintenance of the steam and air distribution systems throughout the Heinz Muscatine facility.



The powerhouse produces a peak of 310,000 lbs/hr of steam and 15,000 cfm of compressed air.

Armstrong Service engineered and installed two new 75,000 lbs/hr boilers and have conducted compressed air system, lighting, electrical, and wastewater treatment system upgrades. All projects were completed on-time (see letter of recommendation).

Armstrong Service maintains a crew of 6 on-site employees who are responsible for the operation and maintenance of the utility assets and the steam and air distribution systems throughout the Heinz Muscatine facility. This includes an ASI site supervisor who has overall responsibility for these systems including system efficiency, reliability, and reporting.

- Upgrade Projects:**
- Steam and Condensate Systems Efficiency Projects
  - Installed (2) New 75,000#/hr. Boilers
  - Compressed Air System Optimization
  - Warehouse Lighting Upgrade
  - pH System Upgrade
  - Heat Recovery Project
  - Air Compressor Upgrade / Repair

**Contract:** The agreement's total value is in excess of \$64 million. The financing was secured utilizing ASI's strategic partners, Americas Power Partners/LaSalle Bank. The type of contract is an Energy Service Agreement.

**Time of Service:** 16 year Operation and Maintenance Term began November, 1999.

**Benefits:** Heinz's overall utility consumption has been reduced while avoiding \$4 million in capital upgrades. All savings were guaranteed (savings amounts cannot be shared by confidentiality agreement). Heinz received a capital payment for the powerhouse assets.

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