



O&M Services/Turnkey Installation

Customer: H.J. Heinz

Location: Muscatine, IA

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



The utility plant produces a peak of 150,000 lbs/hr of steam and 10,000 cfm of compressed air.

Armstrong 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.

Armstrong maintains a crew of six 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 Armstrong site supervisor who has overall responsibility for these systems including system efficiency, reliability, and reporting.

- Upgrade Projects:**
- Steam and condensate systems efficiency projects
 - Installed two new 75,000 lbs/hr boilers
 - Compressed air system optimization
 - Warehouse lighting upgrade
 - pH system upgrade
 - Heat recovery project
 - Air compressor upgrade/repair
 - Installed a reverse osmosis system to improve boiler feedwater quality while reducing boiler blowdown and salt consumption

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

Terms: 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.

