



## O&M Services/Turnkey Installation

**Customer:** Flex-O-Tex, Inc.

**Location:** Detroit, MI

**Scope of Work:** Armstrong International owns and services the plant's steam, condensate, and 1 MW cogeneration systems.

- Upgrade Projects:**
- Engineered and installed the flue gas heat recovery system
  - Engineered and installed cogen exhaust heat recovery
  - Recommend more effective operating procedures for the cogen unit
  - Recovered all energy from flash steam
  - Insulated all exposed piping
  - Replaced all failed steam traps

**Contract:** The total value of this agreement is \$650,000.

**Terms:** A seven-year agreement began October 2001.

- Benefits:**
- A net positive cash flow for the term of agreement
  - Substantial reduction of electrical and other utility operating costs
  - Reduction of unscheduled outages and the resulting costly, unplanned repairs
  - Improved overall reliability and operating performance from the cogeneration and steam systems
  - Steadier heating cycles for consistent product quality and increased client satisfaction
  - Program financing that is achieved without sacrificing funding for core business needs

