

# Plant & Equipment Acquisition Capabilities

Plant Dismantlement | Asset Recovery

CHEMICAL

PHARMACEUTICAL

REFINERY

GAS  
PROCESSING

POWER  
GENERATION

# About Us

For over 40 years, and now in our third generation of family ownership, Phoenix Equipment Corporation has been buying and selling surplus process plants and equipment, as well as performing turnkey dismantlement and demolition projects. Based in Red Bank, New Jersey, USA, we have team members located in China, India, Germany and relationships throughout the world.

Phoenix Equipment purchases plants and equipment from major organizations. The equipment comes from facilities that were phased out because of changing markets, consolidation, or general economic conditions – not because they are obsolete. The basic inherent engineering quality and performance that has existed still exists in used process equipment. Keep in mind, rebuilding or reconditioning equipment takes less time and work than manufacturing new equipment - that means savings on labor, material, and time – helping our customers generate a faster return on capital investments while adding profitability to their bottom line.

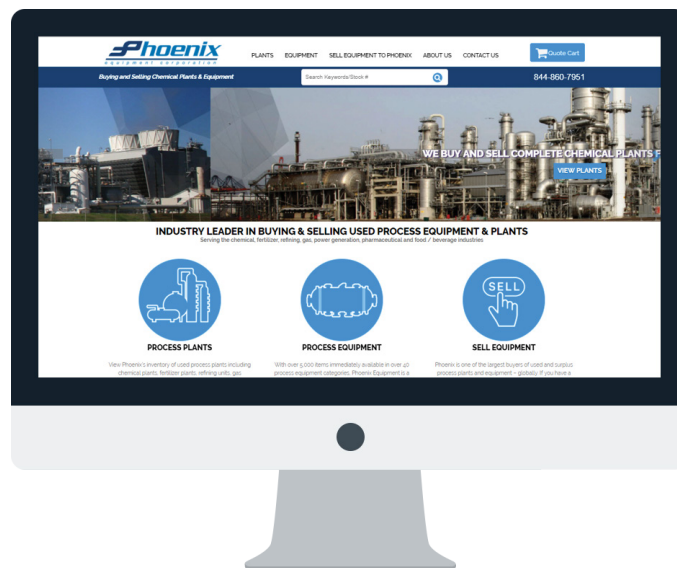
## Our Mission

*“To be a trusted global supplier of used process plants and equipment; and an innovative partner in helping companies safely and effectively minimize the risks associated with plant and process line closures while maximizing the value recovered.”*

## 50 Complete Plants, 5,000 Pieces of Equipment

### We Buy and Sell:

- Chemical Plants & Process Equipment
- Pharmaceutical Processing & Packing Equipment
- Refinery Units & Equipment
- Gas Processing Plants & Equipment
- Power Generation Plants & Equipment



# Our Acquisition Capabilities

## Purchasing Complete Sites with Real Estate

Phoenix Equipment can purchase your site in "as is where is" condition and assume not only the carrying costs (taxes, security, insurance, utility expenses) but also absorb the entire cost of site dismantlement and remediation.



## Purchasing Complete Plants within Operating Sites

Phoenix Equipment can purchase a plant or process line within an integrated operating site. As part of our purchase, we pay for and perform the dismantlement of the plant and associated structures and piping. We leave the site in broom clean or green field condition.



## Purchasing Process Equipment

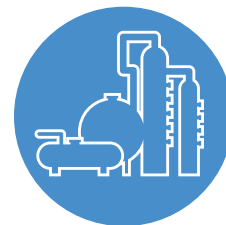
At Phoenix Equipment we buy and sell individual pieces of process equipment every day. We purchase large groups of process equipment or just one piece that you no longer utilize. Our team of experienced riggers and equipment movers can then safely remove the equipment at no cost to you and without any disruption to your operations.



# Our Capabilities & Services

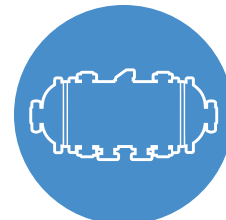
## Complete Plants

We buy, market and sell complete chemical processing, refining, gas and power generation plants for relocation. We can introduce you to specific technical consultants, manage the match-marking, dismantlement, refurbishment, crating, export, and shipping process.



## Used Process Equipment

We buy and sell over 40 categories of process machinery. We have over 5,000 items immediately available. As part of the sales process, we handle everything from testing machinery to transportation. And we are always looking to buy your surplus equipment.



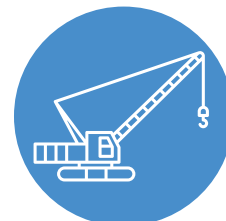
## Acquire Plants & Equipment

We buy entire sites, standalone process plants for relocation, and equipment in bulk or individually. We can quickly value your assets and provide cash offers or structure a proposal in which Phoenix makes up an upfront investment and you participate in the sales revenue generated.



## Plant Dismantlement

We have the expertise to safely dismantle, demolish and decommission entire sites and plants or lines within integrated sites. And unlike a typical demolition contractor, we can market and sell your surplus plants and process equipment directly to global end-user companies.



## Plant Liquidations

With an extensive customer base in the process industries, Phoenix Equipment can execute a liquidation for a shutdown plant. In addition to liquidating machinery we acquire for our own account, we can also act as a private treaty sales agent or manage an auction on your behalf.



## Appraisal Services

Our experience buying, selling and dismantling chemical plants has given us an understanding of plant and equipment resale values, scrap salvage value and contracting costs. Our fees to prepare appraisals or estimates are based on the complexity of the assignment.



# Plant Dismantlement

Over the last 30 years, our safe and reliable team has dismantled and/or demolished over 100 complete process plants and safely performed hundreds of more projects to dismantle sections or remove individual pieces of equipment. Unlike a typical plant demolition contractor, we have the inhouse ability to market and sell your surplus plants and process equipment directly to global end-user companies. We are able to recover far more than the inherent scrap value, and we are able to reduce the cost of plant demolition by the real value of your surplus assets.

## Services / Capabilities

We Offer Full-Service Solutions for the Dismantlement, Demolition, Decommissioning and Sale of Closed Facilities. We perform comprehensive dismantlement projects including:

- Total Plant Demolition
- Selective Demolition
- Dismantlement. Rigging and Match-Marking
- Asbestos Abatement and Remediation
- Catalyst Recovery
- Tank Decommissioning
- Scrap Recycling / Asset Recovery / Salvage

## Personnel

### People are Our Greatest Asset

Phoenix Equipment has 30+ full-time employees dedicated to plant demolition and dismantlement. Our management and project managers all have more than 10 years of experience with the company and in most cases over 20 years of industry experience.



## Equipment

### Modern Tools to Complete Any Job Safely

We maintain our own equipment fleet that includes:

#### Hydraulic Excavators | Shears

- (5) Komatsu PC400 Hydraulic Excavators with grapples & shears
- (5) Komatsu PC300 Hydraulic Excavators with grapples & shears

#### Track Dozers

- (2) CAT 983 Track Loaders
- (1) CAT 977 Track Loader

#### Hydraulic Cranes

- (1) 75 Ton Grove Hydraulic Cranes
- (2) 40 Ton Grove Hydraulic Cranes

#### Skid Steers

- (8) Bobcats (misc. sizes) Miscellaneous
- (8) Lulls and Fork Lifts (misc. sizes)

Year	2017	2016	2015	2014	2013
EMR	0.956	0.932	0.943	0.936	0.938
Manhours	115,440	113,920	116,480	104,760	77,480
Incident Rate	0	0	0	0	0
# of Fatalities	0	0	0	0	0
# of Lost Workdays	0	0	0	0	0
# of Restricted Cases	0	0	0	0	0
# of OSHA Recordables	0	0	0	0	0

## Safety is #1 at Phoenix Equipment!

Phoenix Equipment is committed to providing a safe work environment for our employees and our customers. We promote safe work practices through the use of a safety-based financial incentive program, worker training, and strict enforcement of our written safety program. Our entire staff has completed 30 hour OSHA training as well as a variety of other safety courses and procedures. We utilize daily site meetings and tool box meetings as a way of reinforcing our safety consciousness. In fact, our safety efforts have been recognized by many of our customers including Sunoco, Occidental Chemical, Marathon Oil and others. And the results speak for themselves... we have had an EMR rating of under one (-1) for over fifteen years.

## Our safety program includes:

- Responsibility and accountability for accident and fire prevention
- Behavior Based Safety Processes
- Safety Education and Training
- Occupational Health
- Substance Abuse Program
- Accident Investigations, Trends, Reporting and Analysis
- Major Loss Causes, Reviews, and Remedial Actions
- Accident Prevention Procedures
- Hazardous Substance Communication

## Examples of Recent Major Acquisitions & Projects

	Company	Location	Type of Plant
<b>Chemical</b>	Arch Chemicals	Brandenburg, KY	Ethylene Oxide, Power Generation
	Arch Chemicals	Lake Charles, LA	Ketazine (Hydrazine Hydrate)
	Arch Chemicals	McIntosh, AL	600,000 Gallon Tank Farm
	Arlanxeo	Sarnia - Ontario, Canada	Isobutylene
	Ashland	Neville Island, PA	Maleic Anhydride
	BP	Jennings, LA	Biofuels
	Ciba Specialty	Toulouse, France	Alkylketene Dimer
	Dyno Nobel	Battle Mountain NV	Nitric Acid, Ammonium Nitrate
	Dyno Nobel	Ulster Park, NY	Nitric Acid
	Evonik	Piscataway, NJ	R&D Site
	Evonik	Theodore, AL	Silanes, Orthoester
	FMC	Green River, WY	Sodium Cyanide
	Georgia Gulf	Plaquemine, LA	Sodium Chlorate
	Gulf Chemical	Ft. Saskatchewan, Canada	Catalyst Recovery
	Harcros Chemicals	Vicksburg, MS	Nitric Acid
	Honeywell	Claymont, DE	Specialty Chemicals
	Honeywell	Hopewell, VA	Adipic Acid
	Kaiser Aluminum	Gramercy, LA	Chloralkali
	Lanxess	Dormagen, Germany	Wet Spinning Frame
	Lonza	Swords, Ireland	Biocides
	Nalco	Tulsa, OK	Water Treatment Chemicals
	Nova Chemicals	Monaca, PA	Polystyrene
	Omnova Solutions	Calhoun, GA	Vinyl Pyridine Latex
	OxyChem	Niagara Falls, NY	Specialty Chemical Complex
	Rhodia Organics	Avonmouth, United Kingdom	Multi-Purpose Plants
	Solvin	Ludwigshafen, Germany	EDC, VCM, PVC
	Sunoco Chemicals	Haverhill, OH	Aniline
	Tronox	Green River, WY	Beneficiated Milled Trona
	Tronox	Henderson, NV	Sodium Chlorate
	<b>Pharmaceutical</b>	Agrofarma	Norwich, NY
Alpharma		Terre Haute, IN	Fermentation (Animal Health)
Alpharma		Hanibal, MO	Fermentation (Animal Health)
Boehringer Ingelheim		Laval, Quebec	Lab Equipment
GlaxoSmithKline		Collegeville, PA	Advanced Pharmaceutical Intermediates
Novartis		East Hanover, NJ	Advanced Pharmaceutical Intermediates
Sanofi-Aventis		Bridgewater, NJ	Advanced Pharmaceutical Intermediates
Valeant		Montreal, Quebec	Solid dose
<b>Refinery</b>	Hess	Bayonne, NJ	Lube Oil
	Marathon Oil	Catlettsburg, KY	Lube Oil (MEK, Furfural)
	Vicksburg Petroleum	Vicksburg, MS	Topping Unit
<b>Gas Processing</b>	Oneok	Bushton, KS	Natural Gas
	Williams Energy	Larose, LA	Natural Gas
<b>Power Generation</b>	Calpine Corporation	Newark, NJ	Power Generation
	River Terminal	Kearny, NJ	Power Generation

Please read our case studies for detailed project information.

# Our Plant & Equipment Acquisition Team:



**William Spector**  
+1.732.709.7158  
williams@phxequip.com



**Jesse Spector**  
+1.732.709.7157  
jesse@phxequip.com



**Joe Dias**  
+1.732.709.7151  
joed@phxequip.com



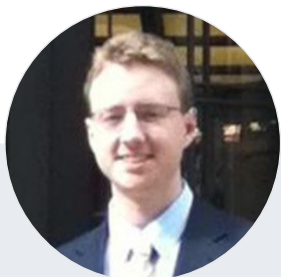
**Dan O'Leary**  
+1.732.709.7156  
dan@phxequip.com



**Ed Zhang**  
+1.732.520.2187  
edz@phxequip.com



**Ira Pollack**  
+1.732.709.7153  
irap@phxequip.com



**Jared Richmond**  
+1.732.709.7155  
jared@phxequip.com



Phoenix Equipment Corporation  
333 Broad Street, Red Bank, NJ 07701 USA  
(732) 442-6990  
sales@phxequip.com | www.phxequip.com