

**Client:** Sanofi  
**Assets Purchased:** API Plant  
**Location:** Bridgewater, NJ  
**Timeframe:** 2012  
**Service:** Plant Acquisition / Dismantlement  
**Approx. Value:** \$2,500,000

### BACKGROUND

Sanofi closed its Advanced Pharmaceutical Intermediates (API) Pilot Plant for business reasons in 2010 at its Bridgewater, NJ site. In 2011, Sanofi also announced it would shutter the entire site and began planning to market it for sale as a business campus.

In line with selling the site as a business campus, Sanofi felt that removing the API plant and building would enhance the overall campus's marketability. Sanofi obtained several proposals to simply demolish the building with price tags in excess of \$1,000,000. However, Phoenix was able to offer a significant payment to Sanofi and convert the plant area to a greenfield at no cost to Sanofi. We purchased the assets in April 2012 and safely completed the scope of removal work by October 2012.



API Pilot Plant – Building Q

### Our Solution

#### ASSET RECOVERY / SALES PLAN

Phoenix Equipment paid Sanofi for the plant and equipment and performed all removal and dismantlement work at no cost. We were able to do this by leveraging our ability to purchase and resell process equipment. Phoenix safely dismantled and rigged out at its own expense over 100 pieces of process equipment for resale, including: (13) Hastelloy Reactors, (9) Glass Lined Reactors, (3) Filter Dryers, (13) Hastelloy Heat Exchangers/Condensers, (3) Centrifuges, (4) Shelf Dryers, (12+) Sparkler and Nutsche Filters, (5) Milling Systems, (10) Temperature Control Units, (10+) Tanks, (4) Chillers, (10+) Lab Equipment, and (10+) Scales.

#### ASSET RECOVERY SUMMARY

- 100+ Pieces of Process Equipment
- 250,000 lbs+ of Non-ferrous material
- 1500 Ton+ of Carbon Steel



## DISMANTLEMENT SUMMARY

- Total Plant Demolition
- Equipment Rigging
- Scrap Recycling

## DISMANTLEMENT WORK

In addition to equipment removal and building demolition, Phoenix offered a turn-key demolition service as part of our acquisition that included the following: Geographical Survey, Disconnects and Utility Safe-offs, Electrical Terminations, Testing of Masonry Materials, Extermination, Soil Erosion Control and Landscaping.

Our 8 person crew spent six months at the NJ plant to safely perform the project without any injury or incident. Phoenix utilized a Komatsu PC400 Excavator equipped with a shear, a Komatsu PC300 Excavator equipped with a grapple, various cranes ranging from 65 Tons to 250 Tons, various man-lifts, skid steer dozers and forklifts. Our crew worked with the plant's employees to time our operations in the plant's active areas.



*Before Phoenix Work*



*After Phoenix Work*