

# OCCIDENTAL CHEMICAL

## PURCHASED SPECIALTY CHEMICAL PLANTS AND ASSETS, ASSUMED MAJOR CLOSURE PROJECT

Niagara Falls, NY-

The Phoenix Group of Companies purchased a majority of Occidental Chemical's specialty chemical assets in Niagara Falls, NY. Occidental invested significant capital to expand and upgrade the facility in the late 1990's. However, due to unfavorable business conditions, Occidental decided to close the specialty chemical processes.

After Occidental was unable to sell the unit as an operating business, there were compelling reasons for them to demolish non-operating buildings and remove the assets from site. This project was initially budgeted to be a \$15,000,000 cost.

Our worldwide technical and marketing knowledge of the chemical processes, technology, patents and equipment enabled Phoenix to perform the decommissioning at **no cost** to Occidental.

Together with Occidental, we structured an approach that that allowed us to market the processes and equipment we had purchased while



An aerial view of the ring chlorination isomer columns that we purchased and assumed responsibility to remove from the site. (Niagara Falls, NY)

performing a major five phase decommissioning project.

Although Occidental was unable to sell the assets as an ongoing business, they were able to recapture significant value from those assets and have their facility safely dismantled at no cost. Perhaps, together we helped them achieve the next best option, as they were able to focus on their core business goals, not closing a facility.



90 ton HF tank car two bay unloading plant with a devoted building, built 1998. This is one of the nine closed processes that enabled us to perform the project at **no cost**.

### Key Notes

- Our purchase of the specialty chemical assets included nine complete plants/processes:

- Ring Chlorination
- Hydrofluorination
- Photochlorination
- Nitrilation
- Flexible Chlorination
- Muriatic Acid
- Phosphorous
- HF Unloading System
- Liquid Waste Incinerator

- Our purchase included an 80,000 square foot lab that we were able to re-sell to be operated in place.

### SAFETY

At Phoenix Remediation and Demolition safety is #1. We have maintained an EMR of -1 for the last 14 years.

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