

Case Study :: Clariant facility, North Carolina

The Client

Clariant is a global leader in the field of specialty chemicals. Headquartered in Muttenz, Switzerland, Clariant businesses are organized into four divisions: Textile, Leather and Paper Chemicals; Pigments and Additives; Masterbatches; and Functional Chemicals.



The Challenge

Clariant planned to demolish a facility in Mount Holly, North Carolina. According to initial estimates from demolition contractors, the company would expect to pay \$1 million to demolish the plant. Under their plans, Clariant staff would have to spend an enormous amount of time managing the project with a result of a million dollar loss to the company.



The Solution

EquipNet developed and implemented an asset divestment strategy for the facility that included redeployment of equipment to other Clariant sites; liquidation of idle assets (including equipment and MRO/spare parts) through a variety of sales channels; scrap; demolition planning; and onsite project management.



The Result

EquipNet's comprehensive divestment strategy and demolition plan recovered a total of \$2 million for the company, as compared to the anticipated loss of \$1 Million quoted by the demolition contractors. Equipment sales generated \$1.6 Million and \$600,000 was saved by redeploying assets to another location, helping Clariant avoid the unnecessary cost of purchasing equipment that the company already owned.



Case Study :: Pylos in Belgium

The Client

Pylos is a multinational real estate investment firm.

The Challenge

When Lily shut down their Belgium facility, Pylos purchased the buildings, their contents, and the real estate. Pylos needed to decommission the reactors and other equipment left behind by the previous owner and prepare the facility for selective demolition in four months to transform the space into warehouses that would generate long-term leasing income.



The Solution

EquipNet dispatched equipment specialists to assess the contents of the facility, create a disposition plan for the fixed reactors, heat exchangers, dryers and other processing equipment installed in the closed facility, and supervise the rigging and removal of those items.



The Result

Within the company's four-month time frame, EquipNet cleaned out the facility and generated 290,000 Euros by selling the idle equipment. Pylos is now able to lease the warehouse space and generate ongoing income.

