

INDUSTRIES INTERACTIONS : A SUCCESS STORY

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BREINING-SECMAIR



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Agenda

- › History of the process
- › Road techniques involved
- › Process COLAS-BREINING-SECMAIR
- › Equipment responses from COLAS objectives
- › Adaptations from prototype
- › Final machine presentation
- › Partnership issues

History

- › COLAS Ltd (SHELL UK 100%) in the UK acquired a patent
 - COLAS Ltd licensed COLAS SA
- › COLAS SA took over COLAS Ltd in 1996
 - A new patent on the machine and the process is registered
- › SECMAIR is chosen for the manufacturing of the new machine

- › Machines are sold internally and externally through COLAS SA

Road Techniques Involved

- › COLFIBRE
- › Reinforced chip seal
- › Glass fibers 60 mm long and 80g/m²

- › Resistance to fatigue cracking
- › Impervious and skid resistant (chip seal)

- › Modified emulsion (latex or modified bitumen in emulsion)





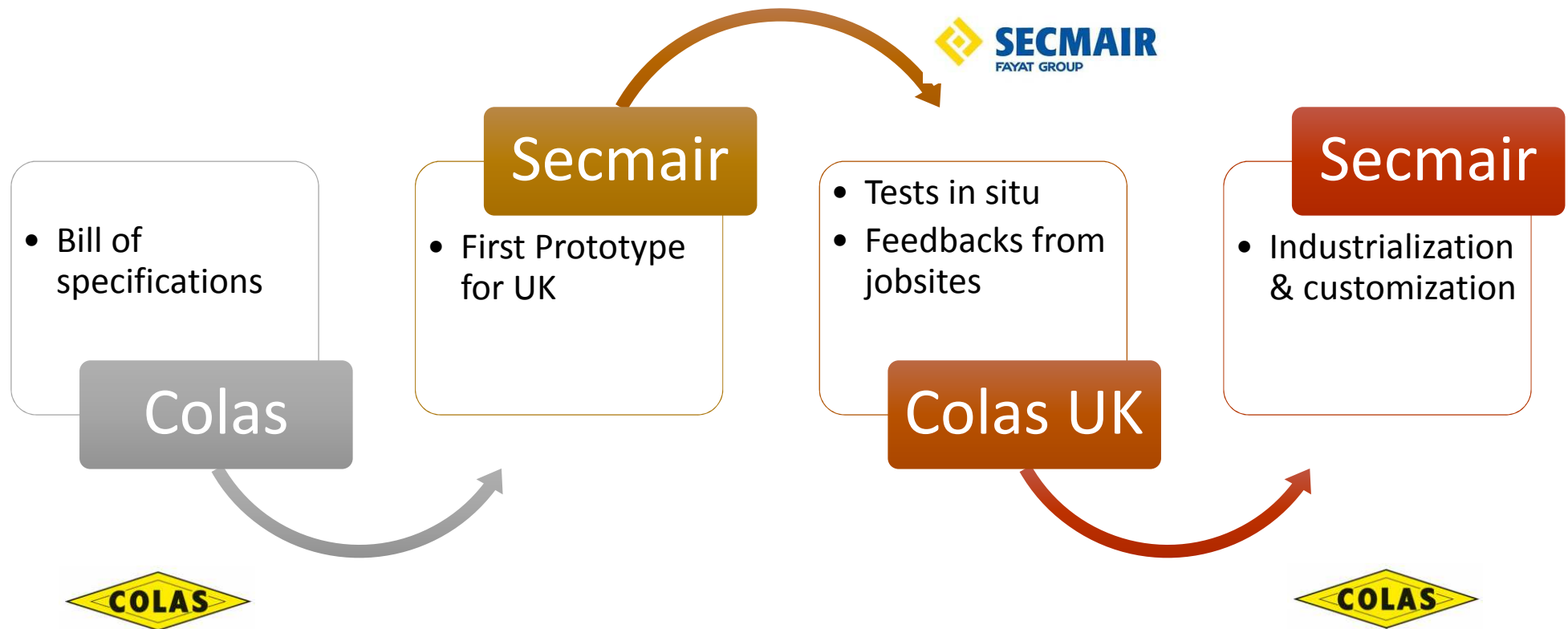
Road Techniques Involved



- › COLBIFIBRE
- › Reinforced complex
- › Reinforced chip seal
- › + micro-surfacing (fiber added)
- › Waiting technique for better time while preserving the road



Colas – Secmair Process



Equipment responses to Colas objectives

First goal: simultaneous spraying/spreading emulsion & fibers



Second goal: spraying/spreading quality (evenness transversal & longitudinal distribution)



Adaptations from prototype

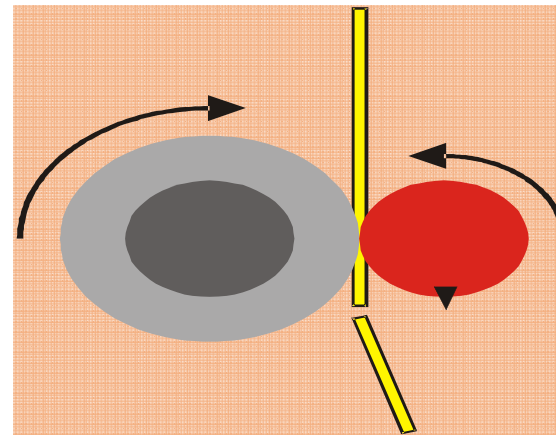
- Equipment on truck to equipment on trailer (↗Productivity)
- 100% stainless steel for spraying/spreading unit
- Ergonomic and safety increase for operators
- Reliability for cutters and related parts



Final machine presentation



› Fibers storage



› Fiber cutter



› Spraying-spreading unit

› Computer

Binder 0.30 gal/sq yd 0.00 rpm 0	P1	Speed 160.00 feet/mn	Fiber 0.060 gal/sq yd 0.000 Job 1
Esc.	Binder	P1 P2 P3	Reheat. Water p. Fiber

Partnership issues

Strengths

- Colas experiences on jobsite
- Secmair experiences with fibers before this first prototype

Weaknesses

- ⑩ ↗ reliability staying cost effective
- Physical distance between SECMAIR and couple of jobsites (Alaska, Mexico..)

Opportunities

- ⑩ ↗ Number of units for Secmair
- Market opening (8 countries)
- Mexico
- US
- China

Threats

- New competitors (renegade copy)
- Poor results with non professional contractors and bad machines