



# Government Digest

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THE LARGEST BITUMEN  
DISTRIBUTION FLEET  
SOUTH OF THE SAHARA...  
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## Re-establishing Tosas as a premium binder operation in SA

**D**eon Pagel, newly appointed Managing Director of Tosas will continue to grow the Tosas business in line with the visions of his predecessor, Phillip Hechter. Tosas, a recent acquisition by the Raubex Group was briefly managed by Hechter, when he fell ill just about a month into the job. Boasting well over three decades of experience in the roads industry, medical advice together with common sense resulted in him relinquishing the hot-seat in order to focus on improving his health. Pagel, then a director of National Asphalt (also a Raubex subsidiary) and Hechter are well-known to each other, serving side by side in numerous industry bodies. According to Pagel, he is looking forward to Hechter's return to Tosas, where he believes he could play a major contribution in the business development and marketing division, as soon as his health permits.

### Pagel looks to the future

"I am aware of the road that needs to be travelled and the challenges ahead, in order for Tosas to again become the number

one, preferred value added binder modification company," said Pagel. He stresses the importance of customer satisfaction and providing service that is second-to-none. "Excellence and reliability are the cornerstones of what we are building Tosas on. Tosas had, the lion's share of the market, for many years, purely because of the good service it offered. We believe that we will reclaim that position again," said Pagel.

Pagel emphasised that Tosas already has a well assembled team which is fully dedicated to his vision of seeing the company expand. "After the acquisition of Tosas we wanted to retain key skills that were available in the company, and also bring in few a new people into various positions. With this team I am confident that we will become the leading bitumen modifier in the country once again."

Pagel says Tosas is not only looking to develop new business but also working hard to regain the business of its old clients, who once viewed Tosas as the preferred binder modification company.



Deon Pagel, MD of Tosas



"There are numerous companies who were customers of Tosas and opted to manufacture their own modified binders and emulsions. Our view is to get them back as customers and in the process offer them the service and products, which they had become familiar with from Tosas in the past. This will allow them our customers, to focus on their core business which is road construction. "There are customers out there who believe that Tosas exists for the sole benefit of its main shareholder and that is not true" says Pagel. "Our capacity is by far more than the wildest possible order book estimates for the Raubex Group could ever be, and therefore, we need every possible customer that we can possibly get. Concerns in this regard have already largely been allayed by feedback from our clients who have complimented us on our competitiveness and improved service".

Pagel says under his stewardship the company will have a key focus on improving efficiency of manpower and resources and in that manner regain customer satisfaction. In general this will enable them to put Tosas back into the top spot. "Looking into the future, there are a number of new products which will bring about improved volumes for the business. Tosas is currently looking at improving services around availability of static tanks, mobile tanks on sites and any product or service which will enhance efficiency for its customers. "We call it efficiency all-round" says Pagel.

#### All-round benefits for clients

There are a number of new binders that are being developed by the Tosas technical team at the moment and these will ultimately

bring about improved quality and cost efficiency to clients. Whilst Pagel is reluctant to spell out any details of what they are busy with, he does not mind sharing a bit more on developments surrounding bitumen rubber.

From a technical perspective, bitumen rubber still remains the number one modified binder and Tosas' history with this product over three decades is well-known in South Africa. The only drawback of the product is that it requires extremely high temperatures for manufacturing and application. The re-engineered and redesigned new crumbed rubber technology (NCRT) for which Tosas has the license agreement from Sasol Wax, therefore re-positions rubber bitumen in the South African context and it is expected that this will be the binder of the future. Some critical goals that have been achieved are:

- Improved rut resistance with the elastic behaviour of the rubber crumbs,
- The binder is handled at substantially lower temperatures
- Reduction of fumes and "smoke" from rubber asphalt during manufacturing and laying, and
- Energy effectiveness in line with "green" and "warm mix asphalt" technologies that are so in demand.

Tosas is fully committed to ensure safe working conditions and responsible business practices. The properties and behaviour- of NCRT will help to make bitumen rubber technology a more sustainable, more environmentally-friendly product from a Safety Health and Environment (SHE) context.

One of the benefits of warm mix technology is that you can reduce the temperature during manufacturing and application of road binders. When you combine the two technologies – warm mix and rubber technology – you can handle the material at much lower temperatures but can still pump, spray and handle with ease.

It is one of the many new and exciting plans that are in the Tosas armoury to which customers can look forward to in the very near future. The Tosas team want to assure the customers that the organisation is back in business and that Tosas is on track to again become the leading manufacturer and distributor of modified bituminous products and a full range of emulsions in South Africa, all primarily used for road construction.