



Behind the Wheels Podcast BONUS Episode 2 From TMC with Al Cohn Air Pressure with PSI

ANNOUNCER

You're listening to Behind the Wheels with Doug Mason, Dave Walters, and Mike Yagley. This is a show where we talk about heavy truck and medium duty axle ends. Doug, Dave, and Mike bring close to 100 years of experience and expertise in the transportation business.

Join us once a month to learn new things about axle ends. Sponsored by Alcoa® Wheels, the global leader in aluminum wheel innovation.

MIKE YAGLEY

Welcome to Alcoa Wheels, behind the wheels. I'm Mike Yagley.

DOUG MASON

I'm Doug Mason.

DAVE WALTERS

I'm Dave Walters.

MIKE YAGLEY

And today we have Al Cohn from PSI who's going to help us understand a little bit about TPMS systems inflation and that sort of thing. So, Hey Al, thank you for joining us on behind the wheels.

AL COHN

Thank you for the invite. I'm really happy to be here with you guys.

MIKE YAGLEY

So why don't you tell us a little bit about you, about your background, about PSI, why don't we start out there?

AL COHN

Okay, great. Well, I've been in the industry now for like 40 years, just getting the hang of it and spent the first 28 with Goodyear tire out of Akron, Ohio. And in a variety of roles. Always in commercial tires though. So, tires and air pressure are my specialty. And then the last 14 years I've been with PSI based out of San Antonio, Texas and PSI as you probably are aware, is the industry leader in automatic tire inflation systems where air is automatically added into the tires to make sure they're always running at the correct pressure.

MIKE YAGLEY

So, like you mentioned, PSI is the leader and automatic tire inflation systems. That's just on trailers. Automatic tire inflation is a trailer specific technology.



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BONUS Episode 2 From TMC with Al Cohn
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AL COHN

Exactly, because it comes down to trailer tires are the most neglected wheel position of all the tires out there. Steer tire always had the best pressure, then the first drive axle and the second drive axle. And when you start getting into the trailer position, nothing but problems. People are just not checking the trailer tires.

DAVE WALTERS

Okay. Before we go too far and now I know you're an expert, maybe our listeners need to explain what is an active system, a passive system and tell the difference between the two so they might kind of get a better understanding.

AL COHN

Sure, absolutely. Great question, Dave. Well, you know there's tire pressure monitoring systems, TPMS for short, and those are systems that just identify that you have a high-pressure tire, or a low-pressure tire and you get a signal inside the cab. Or somehow the driver's notified that there's a tire issue, but that requires human intervention to really go and find air that would be considered a passive system.

MIKE YAGLEY

I was just talking to a guy earlier during the show here, here at TMC and he was telling me about the problems he's having with TPMS systems where you know, Hey, they're great. They do what they need to do. But they are dependent on that, on that driver actually taking the time. And sometimes they choose not to, too often they choose to and they let that we'll just keep going low and low and drive with it. And so, you know, you've got something different. This active system is, is something dramatically different than that?

AL COHN

Correct. Well, but let me go back into the passive system. Now there's technology with the telematics, we have this tire view system where you can actually have the tire pressure monitoring system and then when the tire has an issue, either too low or too high, that information can be sent back to dispatch. And let the people know that, "Hey, there's a problem out there."

AL COHN

Maybe you picked up a puncture and now they can notify the driver. You need to be stopping at the next truck stop and get that tire checked out. So, you can tie in, even though it's a passive system, we can make it a little more active now.

MIKE YAGLEY

A much, much more powerful a system than a truly passive just going up to the up to the cab.

AL COHN

Absolutely. Whereas now, but a true act of system is where you're literally having the system add air as required. That's what we call automatic tire inflation systems. And actually, PSI invented that concept from a patent started with a patent 27 years ago. And today it's found on about 70% of all trailers.

DAVE WALTERS

70%?

AL COHN

So, it's a big percentage.

DAVE WALTERS

That's huge. Do you come at standard then from the manufacturer that way or how's it work now?

AL COHN

Yes. Yes. You can spec the system OLE, through all the trailer manufacturers or you can retrofit the system in under four-man hours typically.

DAVE WALTERS

Okay, so a very simple system.

AL COHN

So again, a lot of folks find out that we have it on our new equipment but it's so effective in especially reducing tire related roadside service calls that they want to put it on the older trailers as well.

DAVE WALTERS

Can you get into a bit of the detail of how that, you're talking about an active system and how does it actually work? Obviously if you're measuring that's simple, you measure it, but now you've got an active system. Where's the air come from?

AL COHN

The air comes from the same year that the ABS system, the antilock brake system is using. So, we're just borrowing air from the air tank that's on every trailer.

AL COHN

So, we have a pressure protection valve, because you know, brakes always have priority of course. And then we're borrowing air when we need it and all we're doing is running from that air tank. And we're going to a control box. And that control box is monitored typically in front of the tandems and that set to whatever pressure the fleet is running. So, if they're running a hundred PSI or 110 or 85 you adjust that as the pressure regulator in there. And then we're just going from there. So, we're regulating the air. Normally an air tank has what, 120 PSI. So, we're regulating that down to whatever the fleet is running in their tires. And then what we're doing is we're taking advantage trailers. The axles are hollow, so we're taking the advantage of that fact and that's where we're tapping those hollow trailer axles essentially pressurizing the axle.

AL COHN

And then from there we run from the axle to the end of the spindle, we have a special plug, we have a stator, we have a rotary union and a couple of hoses, one-way check valves and we go right into the tire. So, it's essentially if the tire is low, it senses the tire as low as going to be pushing air right in there. So if air is being added to a tire as it's rolling down the highway, let's say you pick up a puncture, then what happens is there will be a light that's on front of the trailer that the driver sees in his side mirror, and that tells them, "Hey, the system's working, it's doing its job." But at some point, you need to let maintenance know that we've got a tire issue. But in the meantime, you're not stuck on the side of the road.

DAVE WALTERS

Right.

AL COHN

So, it's a big, big plus.

MIKE YAGLEY

So, I'd like to, I'd like to take a moment and sort of go into that, just highlight that last point you made because I think that's critical. There is a feedback into the cab that tells you that this system is working. And if you see that, let's say it's a yellow light or whatever the color-

AL COHN

White light.

MIKE YAGLEY

It's a white light. Okay. If that white light is on continually, you know you've got a big problem, you've got to get something taken care of.

AL COHN

Correct. But exactly. So, but the beauty of the system is, is that if the driver reacts to that, he knows there's an issue. The system is working, it's doing its job. But here's the key. As soon as the track, let's say it's a morning walk around, okay, as soon as the tractor's hooked to the trailer, the brakes are released, air is flowing back into the system. That light may come on because it's adding air to the tires. The key is that the driver should never ever, ever leave the yard. If that light's still on, that's saying that there's probably a tire issue and that, Hey, get that tire fixed now before you're down the highway. So, it's an early warning notification.

MIKE YAGLEY

So, once you need to sit there and watch it air up the system first to begin.

AL COHN

It may take one or two minutes.

MIKE YAGLEY

That's going to take a minute or two.

AL COHN

Right.

MIKE YAGLEY

But if it continues to be on after that-

AL COHN

Right.

MIKE YAGLEY

Then you've got a chance right then right there to get something taken care of while you're still in the yard.

AL COHN

Exactly.

DOUG MASON

Do you have a telematics setup for that as well so that you don't rely on the driver?

AL COHN

Correct. Right. So now what we have is we can actually put a sensor right on that tire valve, a seal sensor, and that sensor can send the information through a radio frequency to a box, like any like the telematics.

DOUG MASON

Right. Whatever it is.

AL COHN

Whatever company, whatever telematics the fleet's using and that will send the signal and send it up through cellular or by normally cellular that's going up there. The other thing I'm thinking like Skybitz they would use a satellite system.

DOUG MASON

Right. Right.

AL COHN

But somehow that information gets to dispatch and let them know that a specific tire has an issue and you need to address that and be proactive.

DOUG MASON

That way you're identifying this specific tire that has the issue rather than just there's a problem.

AL COHN

Correct. The key is on tires and Dave knows this really well, is that typically if you get a puncture in a tire, it's not a massive blowout. Okay? It's typically a slow leak cause a tire through osmosis is going to lose two, three pounds a month just sitting there.

DOUG MASON

Correct.

AL COHN

But if you get a puncture now, you could be losing two, three, four pounds a day. And before you know it, you've got a big problem. So, the idea is that the system will keep up with the puncture and keep adding air. But again, at some point you need to get that tire repaired.

DAVE WALTERS

You bring up a great point because in the industry it used to always be like the driver is in control and I dealt with the fleet and the guy says, "My drivers are taking the light bulbs out at night because they hurt their eyes and it's supposed to be that they do something." But he said, "As soon as they really get something that I might know back at the shop, it's okay." But he says, "These guys sometimes just say, Hey, it's working okay. But at nighttime that little light hurt her eyes." I guess everybody in the industry's trying to like, okay, this is pretty set free, but there's one guy in the seat that can change the whole system.

AL COHN

The key is that you take the driver out of the equation.

DOUG MASON

So, you want to let the driver drive.

AL COHN

Yes.

DOUG MASON

And not worry about anything else in the truck. And so, if you can send that information back, like you're saying, that's a huge benefit for the fleet-

DAVE WALTERS

Huge benefit.

DOUG MASON

Because they can make the decision right away, and it's a benefit for the driver because he doesn't have to worry about that.

AL COHN

Correct, correct. And again, no one wants to be stuck on the side of the highway. It's a safety issue, just in time deliveries effected, your penalized. It's all negatives. And again, we didn't even talk about this, but tires are a huge investment. I mean, you're looking at an average \$400 or \$500 for a commercial truck tire. You multiply that times 18 or 16 or 22 whatever you have. It's a huge number. You have \$8,000, \$10,000 worth of tires on a typical 18-Wheeler big investment. Okay.

DOUG MASON

Right. Right.

AL COHN

So, if you could protect that asset, and it's great because you know if you have the right pressure all the time, your tread wears better, which leads to better removal miles, your fuel economy is better, which is huge. Tire related roadside service calls will disappear and your retread ability will be better because again, the tires running cool.

DOUG MASON

I've got another one for you that goes into our life. If you keep that tire pressure consistent between both of the duals, the load stays the same on both of those as well. And that is a big benefit for-

MIKE YAGLEY

That is a huge problem for us. From a wheel standpoint, one of the big problems we have is exactly what Doug is saying. Low pressure on that inner dual. All the load gets transferred to the outer dual and now you've got problems. You have wheels cracking, you've got all sorts of things going wrong.

DOUG MASON

Yeah, Dave, you've seen that year over year.

AL COHN

Right.

DAVE WALTERS

I mean, again, I love the PSI system, and I'll never say that around Al at a meeting, but I am an avid supporter of PSI systems in the field. When I go out to talk, and I know the answer, but I've got to ask you this. We were talking about costs wide base, the tire costs are really big. PSI, you have very good success with that.

AL COHN

Well, anyone running wide based pretty much runs the PSI tire inflation system because there's no safety valve now. So, if you get a puncture in a wide base, you're stuck. You have no limp home capability, even though we don't advocate limp home capability even in duals, it still happens and you may be able to get to the next truck stop.

DAVE WALTERS

That's right.

AL COHN

But with the wide base, when you get a puncture, you're down.

MIKE YAGLEY

Well and those wide based tires are pretty darn expensive, right? And so, you really need to protect that investment. And that one of the big problems I heard in the industry is maintaining that air pressure in those wide base tires. Otherwise, you're going to get shoulder wear, especially in the trailer applications. I think, if I remember right, shoulder wear is the big issue or was I think now that everybody's moved over to automatic tire inflation systems that's been mitigated. Maybe not resolved completely. It's still something that they have to keep an eye on. But I think that's a big part of the solution is things like ATIS.

AL COHN

Absolutely. So again, that's why we're actually selling a tire inflation in 46 countries now and the reason is it's an issue around the world.

DOUG MASON

Sure. That's right.

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Air Pressure with PSI

AL COHN

And again, trailer tires are the most neglected wheel position out there. Most of the time that trailer is not ... Is leased and it's not the driver's or your company's responsibility per se. No one wants to take ownership. Plus, it takes a long time to be checking all 18 tires go around the vehicle and do a serious walk around inspection. I mean the guys will walk around. Some guys even still take a hammer and a baseball bat and, "Hey, it looks good today."

MIKE YAGLEY

We're not real fond of that.

AL COHN

No, no. So, but if it's a calibrated baseball bat, it's okay.

DOUG MASON

I think there was actually a meeting here at TMC this year that had something to do with killing the mallet.

AL COHN

Yeah, right.

DOUG MASON

Isn't that correct?

DAVE WALTERS

Yeah. We got a taskforce killing the mallet. So hopefully we'll kill the mallet, but that's been a long time in our industry.

DOUG MASON

I mean, might as well bring that up right now for those who are listening now. I mean it is a serious situation to understand the air pressure and to take that properly and not to think that you can do it any other way than actually physically getting a measurement, whether it's through a system or whether through it's actually hands on measuring it so that you are not guessing at what you have in your tires.

MIKE YAGLEY

Yeah. Once the industry changed to radial tires, you can't look and say, "Oh, that's a low tire," anymore.

AL COHN

You can't tell. Exactly. Right.

MIKE YAGLEY

You can't tell. The drivers and the maintenance folks need to be humble enough to be able to say, "Hey, I don't know." And that there's a real power in being able to say, "I don't know sometimes."

AL COHN

Exactly.

MIKE YAGLEY

That gets you on the right road to do the right thing. You can't visually see a low tire, you can't hear a low tire. I've spent a lot of time overseas and Japan was notorious, they're a very traditional culture and they would not use an inflated, they wouldn't check the inflate. They wouldn't use a gauge because they're their father and their father before them taught them to, to thump it. And they wouldn't move away from that.

MIKE YAGLEY

They finally, now, I think in the last five years or so with a huge push from the tire industry, huge push from the wheel industry, getting the industry to finally flip to checking the inflation pressure. But that was one of the most, again, very traditional way of doing things because they're trying to honor the people that taught them.

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Air Pressure with PSI

AL COHN

Understand.

MIKE YAGLEY

And it's tough to get something like that going. Things are better here in the U.S., but nobody's going to tell you that they thump tires. Right. How prevalent is this?

AL COHN

Well thumping, it happens. I mean if you go to any truck stop, for \$19.95 you can buy an official tire thumper. I mean they're still selling those.

MIKE YAGLEY

I saw that. I saw that in the truck ...

AL COHN

But the best one is, is that I was at a truck stop recently and they had a special for only \$13.95 you get the tire thumper and I'm looking at the packaging and it said it was calibrated. So, I was very impressed. I was very impressed. I don't know whose head they're calibrating it on, but it was good.

AL COHN

But just to digress a minute on tire gauge itself, even the normals, we've done a lot of work over the years on the accuracy of tire pressure gauges and we've had, we've talked about this and all our task forces over the years and they're just not very accurate. A stick gauge is simply a spring and with a plastic piece with numbers on it-

DOUG MASON

And over time-

AL COHN

Those Springs very first of all, everything comes from China.

MIKE YAGLEY

Right out the package. It's supposed to be variation.

AL COHN

It's plus or minus three PSI right out of the package. So, in other words, if you're measuring a tire that's a hundred PSI, depending on which gauge you pull out of your pocket, it could be 97, it could be 103. That's brand new out of the box. Then you start dropping it one time or two times or three times, then depending on how it hits and bounces off the concrete, you can be plus or minus five in a matter of hours. So just because you have a brand-new gauge doesn't mean it's very accurate and you need to be checking it versus like a pressure gauge station of some sort where you can really see if it's any good. If it's not good, you just toss it and get a new one.

DOUG MASON

Yeah. Would you have a recommendation on how to do that or what are some of the better gauges that would be out there? Is there something that is preferred to be used?

AL COHN

Yeah, well I mean again it's like anything else. Only one gauge is actually manufactured in this country right now. So, I mean you may want to take a look at that one. That seems to be a little bit better at some of the offshore ones. But still, the concept is all the same. So again, depending on where they purchased that spring and that spring stiffness coefficient could vary and that will change the accuracy of the gauge.

AL COHN

So, you need to be checking versus what we call a calibrated gauge station, which be purchased, and it was accurate.

MIKE YAGLEY

You have one in your yard or something and then everybody can check their gauge against that thing.

AL COHN

Right. I've been to many, many fleets. Dave's been the same that we go to a fleet and there's 10 mechanics and they all have a gauge in their pocket. Some have even taped it up and contoured to their hand, and we'll check a tire and we'll get 10 different answers because the guy's been using the same stick age for 20 years and we find out that it's 15 pounds off. You know?

MIKE YAGLEY

So, you've got to give the guys credit though. I mean they're out there trying to do the right thing.

AL COHN

Correct.

MIKE YAGLEY

The fact that they don't have a calibrated gauge. Okay, we get it.

AL COHN

Sure.

MIKE YAGLEY

But they're trying to do the right thing. I mean, we've all seen.

DAVE WALTERS

But it's funny, I was just at Shop Talk and one of the comments came up about checking and they asked the fleets, how many of you guys have a master gauge? I was almost amazed how many of them raised her hand.

DOUG MASON

And said they do.

DAVE WALTERS

They do have in their shop.

MIKE YAGLEY

Really?

DAVE WALTERS

Then the one guy says the tire dealers come to him to check their gauges. And you're thinking, my God, this is your business. But that was kind of that.

DAVE WALTERS

But Al, the one question I got, because when we talk in tire inflations and I keep on trying to stress how important, I know in your previous life you used to talk about how little the PSI has to do is start transferring load between duals. Can you give us like a little like, "Five PSI transfers, X amount of load to the other dual?"

MIKE YAGLEY

What is the damage that's done if your gauge is not calibrated?

DAVE WALTERS

Sure.

MIKE YAGLEY

Is another way to put it.

AL COHN

Well the key is for duals, you want to be within five PSI of each of the tires. The reason being is that the revolutions per mile will change dramatically. So, if you had like a 20 PSI difference, that little tire is trying to keep up with the big tire and that's when you start bouncing and scrubbing and getting all these issues. And that's when you get the irregular wear, you transfer the load to the bigger tire, the little tire is scrubbing, and then you get that domino effect. That's when you get the problems down the highway. So, you want to stay away from that. And that's another reason why tire inflation is so important to try to keep those pressures as close to a spec as possible.

MIKE YAGLEY

So, the big issue was when you have duals and you will say five PSI or more out of unison, I'll call it, between the two duals, then you're really starting to have problems and you're going to start getting that tire scrubbed.

AL COHN

Correct. Correct. So, don't forget air carries the load. So, you want to be the correct pressure based on your worst-case load scenario. And that's really the key then that's that the owner operators and fleets don't understand. It's not your average load.

MIKE YAGLEY

Right. Right.

AL COHN

Okay, because then you're going to be in problems. You want to know your worst-case load per tire. Okay. This is where like a logging industry is a good example. Where in logging, they always tend to put the biggest log on the left rear of the trailer. Okay. It's a flat bed. Right. And it turns out that that left rear tire now is double the load that it should be.

DOUG MASON

All right.

AL COHN

And then they wonder why that left rear tire is failing all the time.

MIKE YAGLEY

Right.

AL COHN

Because the big log is always put on the back-left side and again, but it's running at the same pressure as the other tires. So, the total gross vehicle weight's okay.

DOUG MASON

Right. Right.

Al Cohn

But the actual tire load is not, is way over spec.

DOUG MASON

It's not balanced.

AL COHN

So, it's really the, you need to measure your load per tire, a little per an actual worst-case load per tire.

MIKE YAGLEY

So, and our listeners should know what their worst-case load is going to be. They're going to have some pretty good idea of what to expect when they load up. If they're loading up lumber, it's going to be a hell of a lot different than if they're loading up potato chips.

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BONUS Episode 2 From TMC with Al Cohn
Air Pressure with PSI

AL COHN

Correct.

MIKE YAGLEY

They're going to have a real good idea of that variation or what they're talking about. So, we've covered the importance of the duals and maintaining the air pressure. What about the tire patch with air pressure, if you have too much air pressure, if you have too little air pressure especially we'll talk about too little air pressure. What does that do to your tire patch?

AL COHN

Well, when you say tire patch is like the tire footprint.

MIKE YAGLEY

The tire footprint.

AL COHN

The guys really call it and there's an optimum tire footprint to get your max from the fuel economy, to get your max from mileage-

DOUG MASON

Tire wear.

AL COHN

Tire wear. So, the key is, is that tires are designed to run at this optimum footprint, and it may be 100 PSI at a load of 5,000 pounds or whatever it may be. But if you know your actual worst case load, then we have the what we call these load inflation tables that are published by all the tire and wheel companies and it will tell you based on this load, this is the pressure you should be running to get the optimum tire footprint.

MIKE YAGLEY

And that's consistent from everybody's pretty much agreed on that across the board?

AL COHN

It doesn't matter. It doesn't matter who's tired is if it's based on the size and the load range of the tire, this is the pressure. This is the load inflation table.

MIKE YAGLEY

And typically, what that table will do is say, "Hey, okay, you want to go, I don't know, 10% higher load than ..." Then that gives a little bit. The table says you got to slow down a little bit.

AL COHN

Right. The faster you go, you're generating more heat too. That's a big issue. But the key is that you want to have a ... If you were running, let's say you're running potato chips, to use your example, outbound and steel coming back. You don't want to base your load on the potato chip load, you want to base it on the steel load. Okay. But then when you're running potato chips, the footprint is like really, really tiny because-

DOUG MASON

Yeah. You've got a big difference.

AL COHN

Yeah. So, then you're going to get irregular wear develop and that's your worst-case scenario. The worst-case scenarios if you're running fully loaded going out and empty coming back. Okay? That's your worst-case scenario.

MIKE YAGLEY

Especially if you're hauling steel.

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BONUS Episode 2 From TMC with Al Cohn
Air Pressure with PSI

AL COHN

Right.

MIKE YAGLEY

Steel going out, empty coming back.

AL COHN

Right. People don't adjust their air pressures based on the load, so, but you basically on the worst-case load. So those type of fleets typically have a lot of irregular wear because again, it's, you're not optimizing it based on your load.

MIKE YAGLEY

This is where the importance of the logistics guys come in, and making sure that that load is somewhat that you're never driving completely empty all the way.

AL COHN

Correct. Correct.

DOUG MASON

This is a little bit off base, but on that, could you from a lift axle perspective, take advantage of that then? Right? If you go out with both axles down at a certain load, come back with one axle up, then you might be able to balance that out, right?

AL COHN

Sure. Right.

MIKE YAGLEY

A little bit. Yeah.

AL COHN

But that's not normally the-

DOUG MASON

That's not normal. No.

AL COHN

Again, for a normal, line haul van trailer, for example, a refer. I mean it's just tandem axle and there's no lift axles or anything else going on.

DOUG MASON

Right.

DAVE WALTERS

Right. Okay, Al, I've got one question to you. Again, I'm a full supporter of the PSI system. Is there any routine or scheduled maintenance in your system or is it ... You know what I mean? 10,000, 20,000 is there any scheduled maintenance?

MIKE YAGLEY

Or is it plug and play? You just go.

AL COHN

Every system has maintenance required and, in this case, we have one wearable component, which is the rotary union. We call it a Thru-T. And so how do you check if there is an issue there, because eventually it's going to wear out? And normally it lasts three to five years, sometimes seven. But soapy water. When you, for your normal PM you put soapy water around the end of the rotary union, you see a bunch of bubbles, we'll probably-

DOUG MASON

You've got a problem.

AL COHN

It's time to replace that. It takes 90 seconds to pop a new one in and take the old one out. It's no big deal at all.

MIKE YAGLEY

It'll also show up with that white light though, right?

AL COHN

Right. Now the other thing if there was a leak over a leak somewhere in the system and that light just doesn't go out, there's an issue somewhere.

MIKE YAGLEY

That might be one of the first things to look at too. You know?

AL COHN

Yeah.

MIKE YAGLEY

Is to make sure that you've got those rotary and then Dave raised this point a little bit earlier. On that light, we have people where you want to make sure that lights really working. That someone didn't chop the wires or put the bulb out.

DAVE WALTERS

Take the bulb out.

DOUG MASON

Just take the bulb out.

AL COHN

Because it has an LED light, you know.

DOUG MASON

It's amazing what a screwdriver and hammer can do.

AL COHN

Yeah, exactly. Because the driver gets irritated. Right off the bat they've mentioned about, hey, that driver sees that light. It's bothering his eyes or something and he doesn't tell anybody. So, we've seen people actually take black paint or spray paint and cover that light.

DAVE WALTERS

You're kidding me?

AL COHN

No, no.

DAVE WALTERS

I've seen a lot of duct tape on them.

AL COHN

Duct tape and cut the wires. So, at a PM you want to make sure the light's really working. How do you do that? We have a control box and there's a little petcock on the bottom and if you open that petcock for like two seconds, that will drain the air out of the axle and that light should pop up immediately. If it doesn't come on, then you know there's something going on.

Behind the Wheels Podcast
BONUS Episode 2 From TMC with Al Cohn
Air Pressure with PSI

DOUG MASON

So, you had like a troubleshooting guide then and stuff, right, that'd come along with this.

AL COHN

Yeah, of course. Sure. Sure.

DOUG MASON

The PM maintenance, everything would come along with what you've got?

AL COHN

Absolutely. You'd get the whole package.

MIKE YAGLEY

Any other troubleshooting items you need to, you'd like to cover before we sign off?

AL COHN

No. Again, essentially you got soapy water is your, is the best deal. See a bunch of bubbles, time to replace that component.

DAVE WALTERS

Okay. I got one closing question that would be, do you ever see tractors being able to get an active system, somewhat like a PSI system?

AL COHN

Well we have active systems for a tractor but they're external. We use those like down in Mexico because like in Mexico they don't care that there's pipes hanging on the side of the vehicle. For them it's safety. They don't want to be stuck anywhere.

DAVE WALTERS

Right. Right.

AL COHN

Because they can get robbed or attacked or whatever. So, we have-

DOUG MASON

I've seen that in other countries as well where they have the external systems for-

AL COHN

Sure. Like buses, they do that a lot.

DOUG MASON

Going into the Bush as well.

AL COHN

Yeah, exactly.

DOUG MASON

Anything where you're going to be way away, you want to do whatever you can to stay running.

AL COHN

Oh no question. So, so we have that this country though, people don't want to see anything on the side of the vehicle because there's no place to route the air on a tractor. I mean, not like a trailer. There're hollow axles. There're no hollow axles on a trailer. There're hollow axles, there's nothing on a tractor. So, you need unless you drill through the axle and everything and it's too expensive, no one's going to do it. No, no one's going to mess with that.

DOUG MASON

And the same thing with the steers there. Any system that handles steer would be very important than not.

AL COHN

Again, that's why this TPMS is what the tractor guys are using now. So, you can be proactive. Cause like I said, it's usually a slow leak. You get a puncture now, you know about that leak. Okay. And now you can let the driver or dispatch know that there's an issue and then they can get that taken care of. So that's really the solution for tractors, not active system, but a passive system, but let them know what's going on.

DOUG MASON

Right. Right.

MIKE YAGLEY

Well Al, this has been a great conversation. Thank you for joining us.

AL COHN

Well, I appreciate it and it's great being with you guys.

Dave Walters

Yeah, thank you very much.

DOUG MASON

Thank you Al. Appreciate it. Have a good one.

AL COHN

All right. Thank you, sir. Thank you. Thank you, guys.

DOUG MASON

Well, thank you Al. We'll see you next time on Behind the Wheels.

ANNOUNCER

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