

GACW Video Content / Structure – 061016

	QUESTIONS for Interviewer	ANSWERS, Key Points – Zoltan Kemeny , Kay Sever
INNOVATION / TECHNOLOGY	<p>We have been getting along with rubber tires for a long time. Kay, why are you excited about this product and why is it important to consider a new kind of tire?</p>	<p>I have been excited about this concept since I met Zoltan a few months ago. I have over 35 years of mining experience. I consult with mines to develop tire management systems that track reasons for tire failures and dollars lost with failures, then eliminate that root causes of failure to extend tire life.</p> <p>Mines lose millions of dollars annually because they can't manage tires to minimize failures. I saw Zoltan's "steel tires" as "THE SOLUTION" that would save millions of dollars at mines, so I was very excited,</p> <p>It is time to look at alternatives for rubber tires. There are three kinds of benefits of steel tires to discuss – tremendous savings, productivity gains and environmental. Rubber tire cost has doubled and is not expected to decrease. Further, the "environmental footprint" of rubber is getting more focus worldwide. Zoltan will tell you about productivity gains.</p> <p>We need a new kind of tire that saves money while offering an environmental solution. That need can be met now with "steel tires", the newest innovation in tire technology.</p>
	<p>Zoltan, how did you conceptualize steel tires? Please tell us that story.</p>	<p>Engineers say, inventing is 99% problem solving or perspiration and 1% spark or inspiration. I was watching with binoculars giant mining trucks. About 16 trucks lined up in a row, like ants. One had a flat tire. I saw the trouble it caused down in the pit. The spark came instantly... tires should not be used down there!</p>
	<p>It might be difficult for some of our listeners to wrap their heads around the concept of steel tires. Zoltan, can you explain a little bit about the technology to help us think about tires differently?</p>	<p>There is solid rubber tire on equipment. Everyone understands that. It does not flex. It is rigid. The carriage wheels in the western movies have a rigid hoop with rigid spokes. Without chassis suspension, the carriage ride would be rough. The suspension of a mining truck is the inflated tire itself.</p> <p>Some inventors tried to replace the rigid wheel spokes with coil springs, which did not work. What was needed was a different approach.</p> <p>The suspension needed to point away from the hub and needed damping assistance. Now the hub gets cushioned air suspension within the wheel. The result is a soft cushy ride.</p>
APPLICATIONS	<p>Zoltan, what kind of vehicles would use steel tires?</p>	<p>In the near future, we are focusing on off-road applications, mostly heavy equipment used in surface mining and construction - haul trucks, loaders and dozers. Steel tires would also fit underground mobile mining, forest equipment and military applications.</p>
BENEFITS: SAVINGS	<p>You have mentioned savings and used the word "tremendous". Kay, how much money really can be saved with steel tires over the life of a vehicle?</p>	<p>The cost of steel tires averages 20% of the cost of rubber tires (over a 10-year period that includes multiple sets of rubber tires). This means that 80% of the cost of rubber tires can be saved/avoided or invested in other areas of a business.</p> <p>For very large equipment, the savings can save enough to actually pay for a new replacement vehicle. This is a HUGE advantage!</p> <p>For large mining/construction equipment, the savings runs in the millions of dollars for each vehicle. Instead of budgeting millions of dollars for equipment replacement every 10 years, the savings associated with one set of steel tires can actually cover the purchase price of the next vehicle. We don't know any other consumable product for mobile equipment that can make this claim.</p>

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BENEFITS: PRODUCTIVITY	<p>Zoltan, Productivity is positively impacted by the installation of steel tires. Please tell us more about that.</p>	<p>Steel tires make a large contribution to equipment availability and productivity.</p> <ul style="list-style-type: none"> • Steel tires eliminate flats, no time is lost due to tire changes required for flats. • In arid climates, rubber dries out faster, shortening the life of rubber tires. Steel tires eliminate this problem. • Steel tires do not explode or fail from separation or inflation issues. • Steel tires are not damaged by rock cuts or side wall cuts in off-road or construction or mining sites. • Steel tires can be leased and field-assembled to lower cost. <p>I could go on...</p>
BENEFITS: ENVIRONMENTAL	<p>Kay, can you shed some light on the environmental advantages of steel tires?</p>	<p>I would be happy to. Surging demand for natural rubber is harming endangered forests, putting wildlife and ecosystems at risk. In 2015, a multitude of studies were done about rubber and its impact on the environment in the jungle.</p> <p>Rubber tire disposal is also an environmental factor. Huge tire fires are occurring in tire dumps around the world, causing evacuations due to toxic particulates released during these fires. The faster that steel tires replace rubber tires, the faster these problems go away.</p>
ENDORSEMENTS	<p>We know that steel tires are a new concept. Zoltan, do companies seem excited about them?</p>	<p>National Rims made 6-ft large ASWs for the CAT 980H loader and for other equipment, like the pot carrier and the Sandwick drill rig. For 18 months new field testings were conducted in some of the Pretorian mines ran by Fraser Alexander, one of the largest mining company on the planet. All test were great. The equipment operators liked the smooth ride. Anyone interested can go and see or talk to the mine managers about this.</p> <p>National Rims, Tyson Wheel Technologies and NuTeck Wheels endorsed the ASWs in South Africa last year.</p> <p>Barlow World, one of the world’s largest equipment rental company signed contract with NuTeck for ASWs. That is the best endorsement of course. The ASW is just coming to the USA. We make sure of that.</p>
SUMMARY	<p>Kay, What thoughts would you like to leave us with?</p>	<p>Finally after 100 years, there is a new kind of tire technology. This technology comes with many advantages... Huge cost savings that may even pay for vehicle replacement, productivity gains due to avoidance of tire-related downtime, and environmental benefits. At a time when the world is looking for rubber alternatives, the world of wheels will never be the same.</p>
SUMMARY	<p>Zoltan, Any parting thoughts?</p>	<p>Now is the time to consider a whole new concept for wheels and tires. Businesses will benefit... government agencies will benefit... the world’s environment will benefit.</p> <p>Global Air Cylinder Wheels will be the Apple of the off-road industry. Early investors and adopters will profit immensely!</p>