



CVTA'S TECHNICAL COMMITTEE  
PRESENTS: A WEBINAR SERIES  
"LUNCH AND LEARN"

NOT YOUR FATHER'S SIMULATOR

OCTOBER 11, 2023 NOON- 1:00 P.M. (EST)

# Antitrust Statement



It is the policy of the Commercial Vehicle Training Association, and it is the responsibility of every Association member company, to comply in all respects with Federal and State antitrust laws. No activity or discussion at the Association meeting or other function may be engaged in for the purpose of bringing about any understanding or agreement among members to:

- (a) raise, lower, or stabilize prices;
- (b) regulate production;
- (c) allocate markets;
- (d) encourage boycotts;
- (e) foster unfair trade practices;
- (f) assist monopolization, or
- (g) in any way violate Federal or State antitrust laws.

Any questions regarding the meaning or applicability of this policy, as well as any concerns regarding activities or discussions at Association meetings, should be promptly brought to the attention of the Executive Director, Andrew Poliakoff.

# Lunch and Learn - Not Your Father's Simulator



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**COMMERCIAL VEHICLE**  
TRAINING ASSOCIATION



# The Advantages of Integrating Simulation

## A Business Case

1. Solid Return on Investment (ROI)
2. Flexibility and Training Advantages
3. Increased Business
4. Proven Results

# Solid Return on Investment - ROI

**Do your due diligence!  
Ask for an ROI calculator tool.  
Know your current costs.  
See the “payback” over time.  
Ask colleagues - you will be surprised.**



# Flexibility and Training Advantages

One System – Multiple Vehicles - without the vehicle purchase price

One System – With the latest truck technologies - without the cost of purchasing a truck with all the technologies

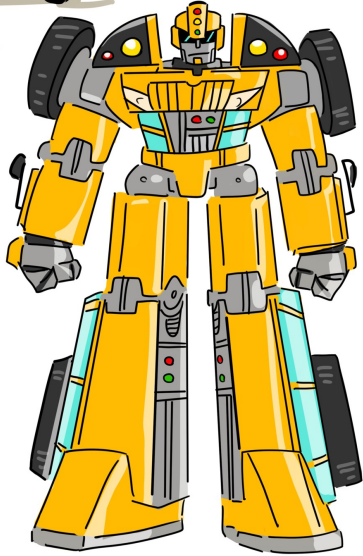
One System – With valid training curricula to match the vehicle

Call it the Transformer Concept





FIELD  
TRIP



# SCHOOL BUS DRIVER TRAINING

As bad as the truck driver shortage is, according to a recent study EVERY State has had one or more instance of driver shortage. Schools need drivers and they need them trained...fast.



Using simulation accelerates the training time, without the need for an investment in school buses plus provides a safe non-threatening environment for new learners  
Contracts with local school districts! Win-Win





# Snowplow Driver Training & Retraining

Every year municipalities across the north struggle with gearing up for the snow season. Simulation is used in the off season to be prepared for winter & train new drivers



# Solid Waste Management



Both municipalities and private waste management companies are in need of training new and existing drivers. FMCSA reports that in a single, recent year, that more than 100 garbage/refuse truck deaths and more than 1,400 injuries occurred.



A quarter of those killed were the sanitation workers!

Simulation provides a safe environment to train and RE-TRAIN these sanitation workers.



# FLEXIBILITY

Simulation gives the flexibility for independent and group training. Maximizing the overall training done in class or on the road.

Notice student is training/practicing independently while “group” training is going on.



# Increase Business

## What are we doing to attract young(er) drivers?

Recruiting is not just the trucking industry's problem. We need to attract them to the industry. Studies show that in order to keep pace and attract the next generation the training experience and the employment experience needs to meet their expectations:

**“In light of concerns about critical skills, however, technology use should be emphasized as supporting a driver's skillset – as enhancing driving skills – rather than as making their job easier or replacing driving responsibilities,”** ATRI officials wrote.



**Technology utilization was one of the major attractions for the young drivers interviewed by ATRI**

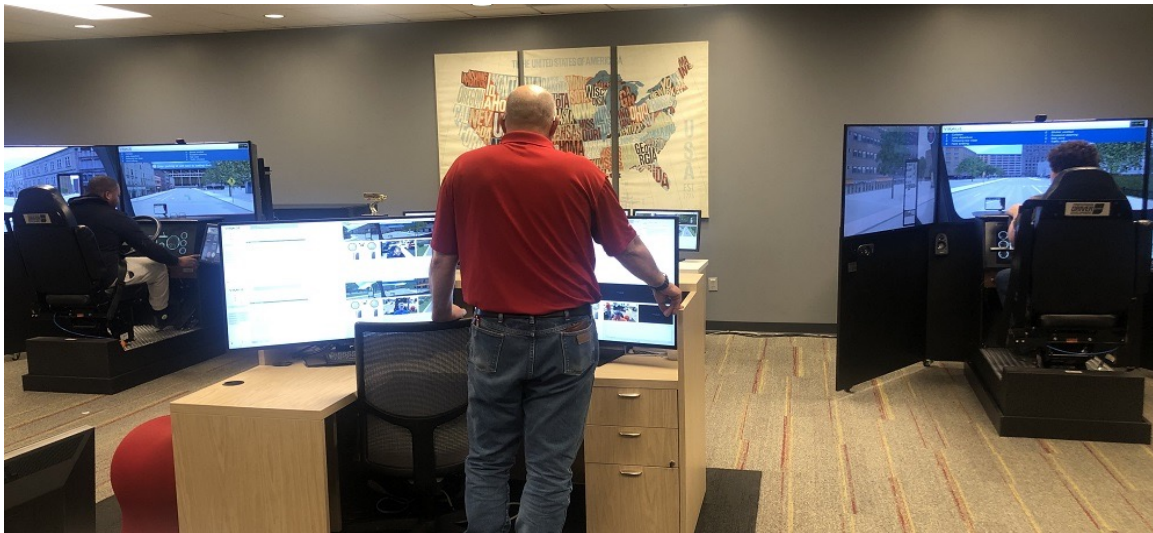


# Proven Results and Reduce Costs



Driving simulators in training & testing can:

- Reduce costs and improve efficiency - Research showed training time is cut in half using the proper simulator training curriculum\* Transfer of training!



\* Hirsch, P., et al., (2017). Transfer of Training in Basic Control Skills from a Truck Simulator to a Real Truck. *Transportation Research Record: Journal of the Transportation Research Board*. Vol. 2637 pp. 67-73. May 2017. DOI: 10.3141/2637-08

# Only with Simulation...

1. Can you have a fleet of all types of trucks, school buses, commercial buses snowplows, garbage trucks etc.
2. Can you have automatic transmissions, the new automated manual transmissions (AMT) and manual transmission in all speeds... without buying each vehicle with each transmission.
3. Can you have the latest driver assist technology on the market to train the use and the affects.
4. Can you get an additional “instructor” that takes no time off and is an objective and consistent trainer.
5. You save real money on fuel, maintenance and other operating expenses.



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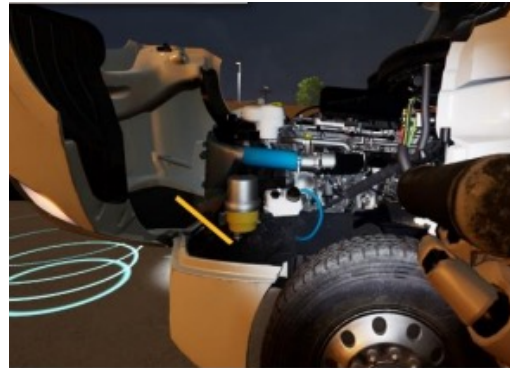
# Why consider VR???

KIMBERLY GILLES

TRADESHOW ACCOUNT MANAGER

OCTOBER 11, 2023

# PreTrip VR™ - Virtual Reality Inspection Trainer



- ▶ Portable, cost-effective VR training system to train commercial drivers on proper vehicle inspections
- ▶ Multi-point vehicle inspection criteria outlined by AAMVA and FMCSA regulations
- ▶ Straightforward implementation: single PC with VR headset
- ▶ Guided instructional mode walks students through step-by step
  - ▶ Trainer and Student interaction during training



# What do I need to know before investing in VR????

- ❖ VR is a Training and Teaching Aid/Component
  - NOT a curriculum replacement
- ❖ Trainer is normally present and helps the interaction
- ❖ Teaches the process and starts the learning

▶ Virtual Reality training is for entry-level and veteran drivers who operate class A tractor-trailer configurations (van, bulk, intermodal, flatbed) and Class B straight trucks, buses and vans.

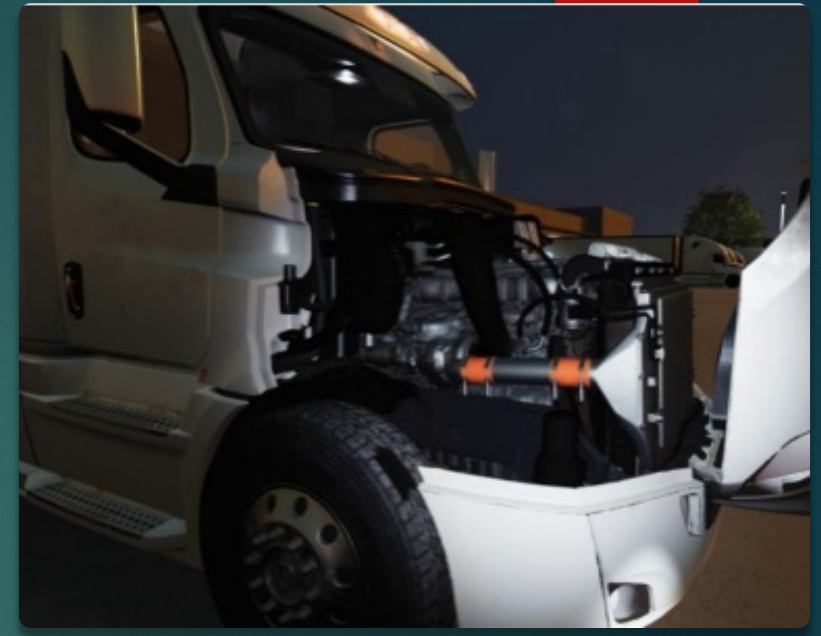


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# Just a few of the Benefits of VR Training:

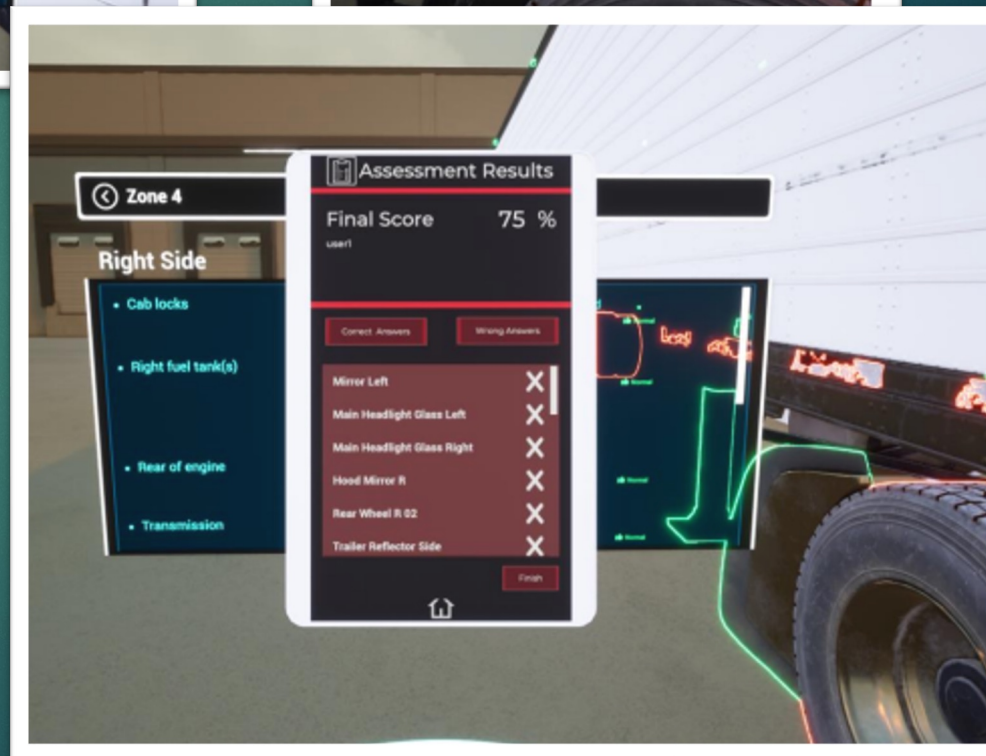
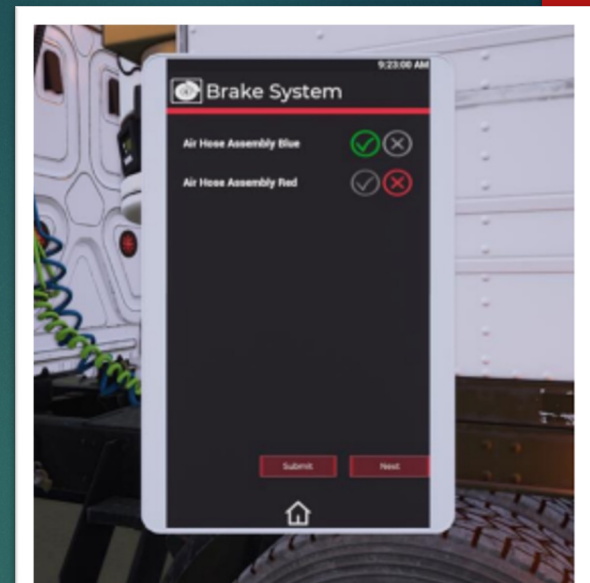
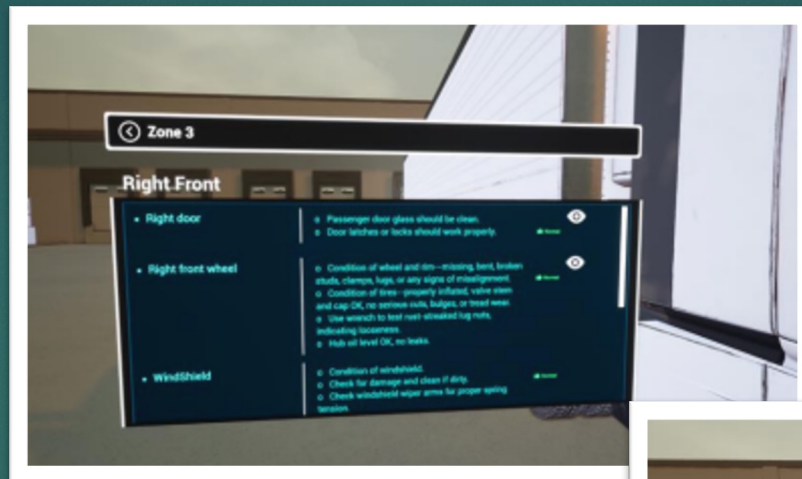
- ❖ Reduction in training cost
- ❖ Accelerated speed to proficiency
- ❖ Personal and Measurable
- ❖ Higher degree of classroom safety
- ❖ Anywhere, anytime – and at your own pace



Speed up the learning process while allowing students to make mistakes safely and in a controlled environment



# Measurable results.....







# Is it customizable???

► Customizable solutions available for heavy-duty, specialized equipment including solid waste, dump truck, fire engines, construction, utility and hazmat.



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FAST. FORWARD.



Questions or  
Comments?



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# 5-Benefits of Simulation

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# Virtual Driver training can be life-saving for Drivers

Simulation has been around for some time, however the basic nature of driving has not changed.

Even seasoned drivers make the same mistakes as new-drivers when faced with a hazard. Driving simulators should never be used as a substitute for actual behind-the-wheel training, but they do provide collateral training with many solid benefits...

- Muscle Memory Development
- Confidence Building
- Standardized Training and curricula
- Driver Metrics



**Question:** “How do we train a Driver to respond to a critical-event when Driving in the 21st century?”

**Answer:** “By leveraging simulation technology with 5-key points”





# 1 The group-training effect. Train many, while training 1

- Simulation training is scientifically proven as a 4:1 ratio.
- Simulation allows the for ability to observe how a driver performs when they are faced with a critical-event.
- Simulation training, and the ability to broadcast Drivers tactics or errors result in enhanced group progress and dynamics, and a generation of Drivers that constructively improve and assess.
- 'Competition breeds excellence'





## 2 Driver-metrics and improvement. No argument on results

- Everything a Driver does behind the wheel of a Simulator is recorded / measured.
- The Simulator is objective lacks bias, and calls attention to Driver errors.
- Drivers have the opportunity to 'fail forward', free of consequences, and correct their behavior.
- 'What gets measured, gets done'





# 3 Consistency is key. Develop muscle-memory

- Simulation, by nature, is a controlled environment where training can take place regardless of distractions or limiting factors.
- Every Driver receives the same experience, regardless of variables:
  - Instructor styles and biases
  - Weather
  - Time of Day
  - Traffic patterns
  - Training limitations
  - etc.
- 'Practice doesn't make perfect. Perfect practice make perfect.'



# 4 Control variables using technology. Drive user-engagement

- Simulators allow Instructors the ability to create everyday hazards with the 'touch' of a screen or 'click' of a mouse.
- Simulation training gives Trainers the ability to control and cue Weather, Traffic patterns, Vehicle faults, Load-characteristics, etc. - in a safe and controlled environment.
- *"If we want America to stay on the cutting edge, we need young Americans to master the tools and technology that will change the way we do just about everything."*





# 5 Give Students the ability to fail-safely. Train for real situations and hazards

- Simulator training exposes Drivers to situations too dangerous or costly to replicate in reality.
- Behaviors and preventative measures can be taught and are not limited by lectures, media... or powerpoint presentations.
- 'Give Students the ability and opportunity to fail-safely.'



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