
Online Driver Training

**How online driver training from
Instructional Technologies
improves fleet safety,
fuel efficiency, and CSA scores.**





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Technologies,
Inc.

Instructiontech.net
360-576-5976

Reach Everyone with Better Training

Great fleets look for proven ways to get better and to work smarter. Safety and training are no different. Online training with Pro-TREAD is the best way to reach the most drivers with the most effective training with the smallest investment of both time and money.

Why Leading Fleets Choose Pro-TREAD

Leading fleets such as Schneider National, Ryder, US Xpress, Covenant, Marten, Ruan, Frito-Lay, CVS Pharmacy and FedEx Supply Chain Systems use Pro-TREAD training. Why? What sets Pro-TREAD apart?

- Training is available to any PC with an internet connection.
- Pro-TREAD is available on the leading on-board devices.
- 85+ different lessons.
- Integrated with RAIR, Compli and ebe.
- Mastery-based and “skip-proof.”
- Fast: Most lessons are 25 minutes or less.
- Specialized topics like OSHA, hazmat, workers’ comp, and CSA.



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What Training Can Do for Your Fleet

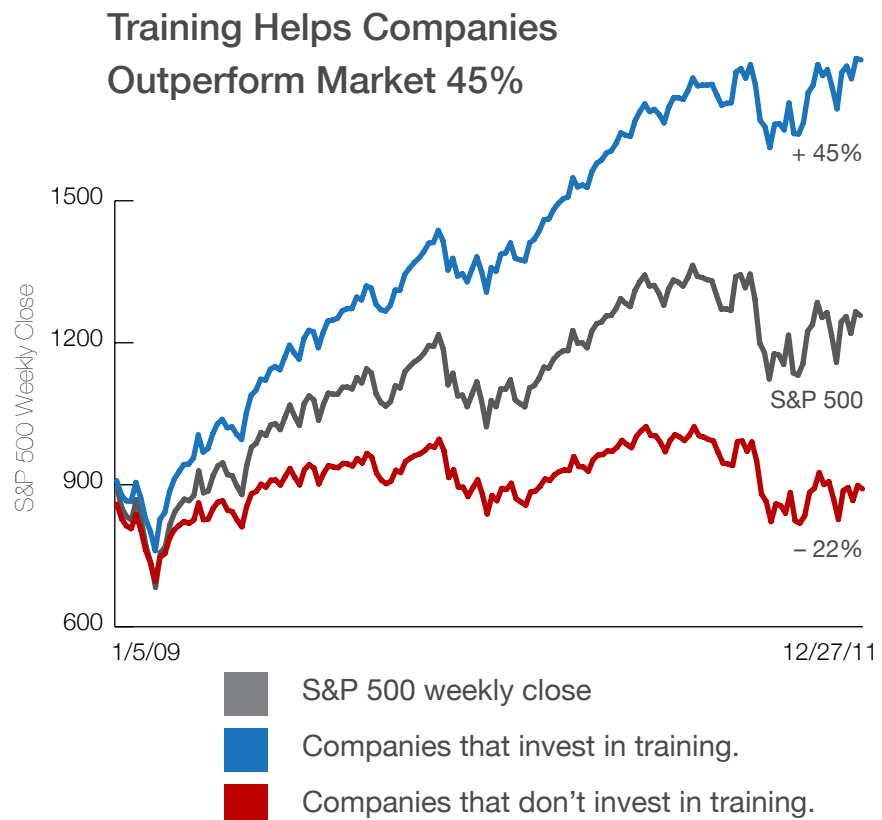
Trucking has picked up a lot of technology over the past several years, but it is still essentially a people-driven industry. So the better your people work, the better the fleet runs. As they say, “team work makes the dream work.”

Our clients report several benefits beyond safety:

- Lower insurance rates and fewer lawsuits due to reduced crashes.
- Better driver retention due to fewer violations.
- Lower CSA scores.
- Less expensive and more consistent than in-class or in-person training.
- Better fuel efficiency and lower maintenance costs.
- Less time spent in training.

Training Works, Especially Pro-TREAD Training

Ask any operations manager the key to success, and they’ll tell you it’s training your people doing the right things at the right time. Technology comes and goes, but people still drive the trucks and move the loads. So you will not be surprised to know that a study found that companies who invest in training outperformed the stock market by 45%. Those companies who did not, underperformed by 22%.



Source: American Society for Training and Development



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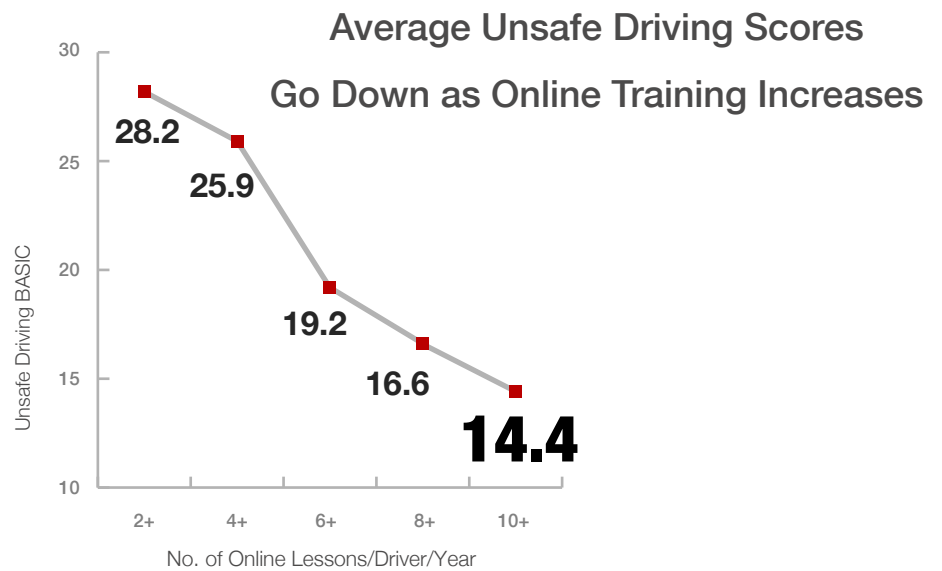
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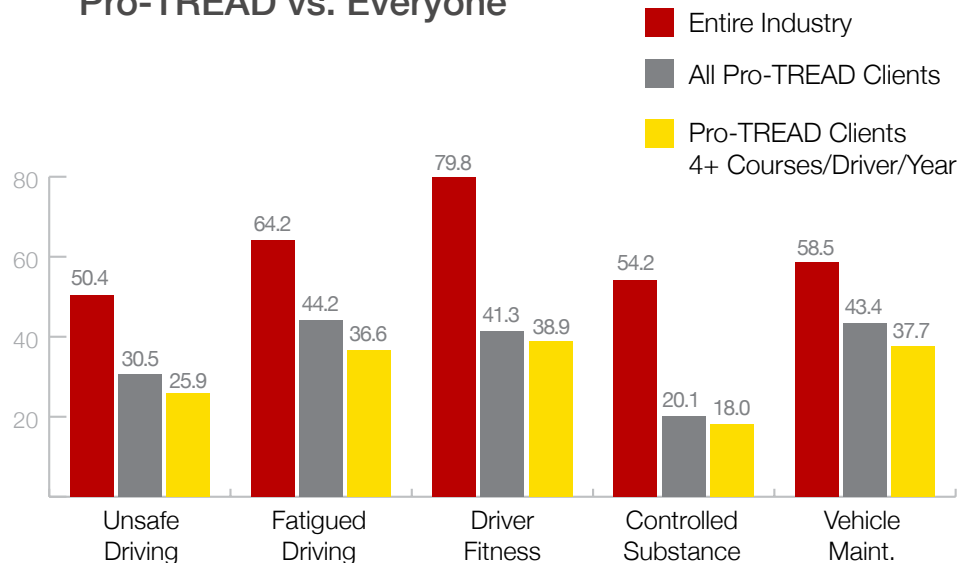
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Regular Training Drops CSA Scores

We looked at the industry averages for each CSA BASIC, and we looked at the same information in our own client base. Our entire client base scored *24 points lower* on average in each BASIC. For those clients who take 4 or more lessons per user per year — that's just 25 minutes of online or in-cab driver training every three months — the fleet scored *30 points lower* for each BASIC. When we looked at fleets taking 6+ lessons per driver per year, they scored *34 points better* on average.



CSA Score Comparison: Pro-TREAD vs. Everyone





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Safety Training Helps MPG, Too

The many safety benefits of training are obvious — fewer accidents and lawsuits. However, there's a correlation between safety and MPG. Schneider National trained a number of drivers in fuel management and road rage, and improved their miles per gallon by about 3 percent. Additionally, the company studied their 100 top fuel efficient drivers and found they had a nearly 40% lower crash risk rating compared to the bottom 100. The top 1,000 — a bigger sample size — had a 21% lower crash risk rating.



Driver-Approved Training

What managers think is good and what drivers think is good is rarely the same thing! And yet the driver feedback on Pro-TREAD has been overwhelmingly positive. A survey of 4,650 Schneider National drivers found:

- 95% agreed that the Pro-TREAD training would make the company and themselves safer.
- 93% would recommend the Pro-TREAD online lessons to fellow drivers.
- 88% agreed with the statement, "I prefer taking this type of computer-based lesson instead of attending a safety meeting."
- 74% disagreed that the Pro-TREAD lessons were too basic.

Cheat-Proof Training for Adult Learners

Pro-TREAD is mastery-based training. This is the same training concept used by the U.S. Army, NASA and other groups with critical skills. The biggest difference is in-lesson testing. Employees must answer questions and do simulations along the way. Get it right, and they move forward. Get it wrong, and they have to repeat it. Drivers learn they must pay attention. Plus, there's no skipping ahead: Pro-TREAD is cheat-proof.

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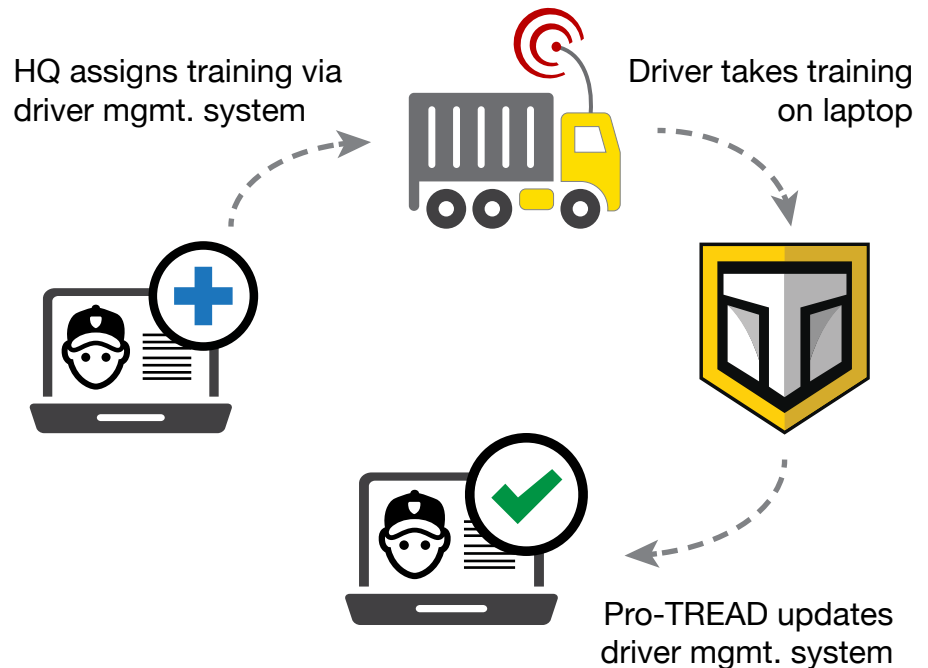


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Pro-TREAD Works with RAIR, Compli and ebe



Integrated with Driver Management Systems

If you use a driver management system — such as RAIR, Compli or ebe — Pro-TREAD can easily integrate with it. Managers will have access to all training records on the screen they already know — no need to keep track of another login or learn yet another piece of software.

Also, RAIR and Compli both provide the ability to provide specific training to counter any sort of CSA violation. So if a driver gets a speeding ticket, the driver manager can assign them the “Speed Management” lesson.

Custom Training: Improve Your Operations

When your fleet invests in new technology or new equipment, the pressure is on to implement it quickly. The faster it’s implemented, the faster you see cost-savings or additional revenue. And that means teaching everyone how to use it and any new processes (like digital driver logs vs. paper logs). The change will go more quickly and more smoothly with training. With training, changes will go more quickly and more smoothly, speeding up your ROI.

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Slash New Hire Orientation Costs

Integrating a new driver into a company can be expensive, especially when you consider the turnover for most fleets. With an online orientation and training program, you orient and train the driver first, *before* they travel for in-processing. That lets you maximize face-to-face time for training where they need to be physically present. And it gets them earning on the road sooner.

- Company policies, procedures, and culture
- Standard operating procedures
- Safety training
- Employee benefits

Pricing Options: Per Lesson or Unlimited Per Driver

We've made it easy for you to choose your safety plan with Pro-TREAD. The right decision depends on how you expect to use it.

Per Lesson: Based on the number of lessons your drivers take over a quarter. More lessons get you lower per-lesson costs. You pay only for what you use. Many fleets use these plans to “fix” behaviors of individual drivers or for occasional training.

Unlimited Per Driver: A one-year unlimited training subscription based on the average number of drivers in your fleet. Driver turnover does not impact your per-driver cost. Fleets use this plan when they have new drivers go through custom or new-hire training, in addition to regular monthly or quarterly training courses.

Generally speaking, we recommend the Unlimited Per Driver plan. The more training a driver takes on a regular basis, the better behaviors that driver shows. The CSA charts on Page 4 shows the Unsafe Driving BASIC is twice as good for fleets whose drivers train monthly vs. those who train just two times per year.

Get Started with Pro-TREAD

There's an old saying: The best time to plant a tree is 30 years ago. The second best time is today. The same notion applies to training. Plant the seed today by giving us a call at 877-77-TREAD.



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List of Pro-TREAD Online Training Courses

Bold course listings are lessons for **CSA** training.

Driver Safety Courses

Accident Procedures	Driver Qualifications	Mounting & Dismounting
Air Brakes	Driver Wellness	Night Driving
Avoiding Fixed Objects	Drug & Alcohol	Pre-Trip Inspection
Avoiding Roadside	Awareness	- Enhanced
Collisions	Emergency Maneuvers	Preventative Maintenance
Backing and Docking	Environment	Rear End Collision
Basic Vehicle Controls	Fatigue - Spanish	Avoidance
Cargo Handling	Fatigue Management	Road Rage
Cargo Securement	Fifth Wheel	Rollover Prevention
CDL Basics	Flatbed Safety	Safe Lifting Driver
Communication	Fuel Management	Seat Belts
Coupling Uncoupling	Hazard Awareness	Skid Control
CSA Overview	Hours of Service	Sleep Apnea
Customs Security	Hours of Service	Space Management
Awareness	-No Sleeper	Speed Management
Defensive Driving	Lane Changes	Summer & Mountain
Defensive Driving	& Intersections	Driving
- Enhanced	Lift Gate Safety	Trip Planning
Defensive Driving	Log Books	Visual Search
Spanish	Longer Combination	Whistle Blower Protection
Driver Disqualifications	Vehicles	Winter Driving
Driver Distractions	Malfunctions	Winter Driving - No Chains

Warehouse and OSHA

Back Injury Prevention
Bloodborne Pathogens
Box Cutting
Drug and Alcohol Awareness
Emergency Response Plans
Fire Prevention
Forklift Fundamentals
Forklift Operations
Forklift Propane and Battery
Replacement
Hazard Communication
Lift Gate Safety
Lockout Tagout
Pallet Jacks
Personal Protective Equipment
Security Awareness
Spill Response
Workplace Awareness

Hazmat Courses

Hazmat Communication Rules
Hazmat Driving & Parking Rules
Hazmat Loading & Placarding
Hazmat Security Awareness

Tanker Courses

Tanker Personal Protective
Equipment
Tanker Pre-Trip Inspection
Tanker Rollover Avoidance

Medium-Duty Trucks

Seat Belts - Medium Duty
Lift Gates - Medium-Duty
Speed Mgmt - Medium-Duty
Space Mgmt - Medium-Duty