

Training

SCANIA

New opportunity ahead.
Great training for great drivers.



Less fuel.
Fewer emissions.
Fewer repairs.
Fewer accidents.
Less downtime.
Less damage.
Lower insurance costs.
Want to know the secret?

He's the secret.

Why is a well-trained driver such a valuable asset in a road-transportation business like yours?

Simply because the driver has a direct and immediate influence on the return and profitability of your other big investment – the vehicle.

The way your driver drives affects just about every operating expenditure in your books. And as several of those expenditures seem to be rising more rapidly than revenue these days, it becomes all the more important to control both. More uptime means more business. Lower costs means higher margins.

One of the simplest and most productive ways of achieving this is through recurring training.

By training your drivers, you invest in those who control your assets, face your customers and, in reality, run your business.

(Besides, with training becoming compulsory in the EU, why not start now? Especially since a day of driver training pays off in a single month.)

Remarkable effects.

Did you know, for example, that the average fleet owner stands to save up to 10% on fuel alone, by training his drivers?

At Scania, we know this for a fact. We've been training Scania drivers for years in many countries and have seen and documented the remarkable effects first hand.

Of course, fuel isn't the only thing a properly trained driver will save you.

As he or she drives in a premeditated rather than

forceful way, the vehicle is subject to less wear and tear. It requires fewer repairs. Tires last longer. The powertrain lives longer and consumes less oil.

Then there's road safety. A well-trained driver is less likely to become involved in accidents. Apart from saving lives and preventing injuries, this also means less unplanned downtime and lower insurance deductibles.

Last but not least, it's good for the environment. With less fuel consumed, diesel emissions naturally drop accordingly.

It's an "everybody-wins" opportunity.

Complete, flexible, pure premium.

Scania's comprehensive European Driver Training programme uses the latest learning techniques and tools. It's hands-on, immensely interactive and a lot of fun for participating drivers. They get to experience cutting-edge Scania equipment and learn from the topmost Scania experts.

Simply put, we've created a programme that's as premium as our vehicles.

It's fully compliant with every aspect stipulated in the EU directive about driver training for heavy vehicles. And to facilitate driver attendance, we've given it a convenient, flexible structure based on five separate 7-hour modules. This minimizes disruption to your everyday operation and lets you focus on your core business.

Soon, you and your drivers will agree that no one trains a Scania driver more effectively than Scania.



All schools provide education.
Ours provides an experience as well.

“Boring.” “Who needs it? Certainly not me.” Many drivers are less than thrilled with the idea of attending driver training. They feel they’re being sent back to driving school – to learn things they already know.

Those who have gone through Scania Driver Training generally disagree.

At Scania, we believe in learning by doing – while having a good time. Training must be meaningful and rewarding for the drivers in order to create results for you, their employer.

That’s why we put so much emphasis on hands-on activities, two-way interaction, instant follow-up and “see-for-yourself” results. Our goal is to intrigue and entertain the participants while they learn – and compel them with their own achievements.

Visual, realistic, interactive.

To us, the vehicle is the principal classroom – the place where our students spend most of their total of 35 hours with us (and where they’ll be applying their skills). The theory sessions are brief and focused and are interleaved with “behind-the-wheel” or “in-the-cab” practice.

We use the latest digital training tools, highly visual, realistic and interactive, to capture the students’ imagination and facilitate their learning.

Scania by Scania.

The Scania Driver Training programme comes in different versions – each specifically tailored to the type of driving that your drivers are exposed to every day.

The EU directive on the periodic training of professional drivers specifies the content and particular skills that must be covered in each of these courses. In addition, we’ve added many Scania-specific skills and twists, allowing your drivers to make the most of every advanced feature of their advanced vehicle – thereby multiplying the positive effects on your business.

Our experienced trainers know and understand every detail of Scania vehicles better than anyone – knowledge they’re only too happy to pass on to drivers. (Who are usually only too happy to pick their brains.)





Scania Driver Training



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Scania Driver Training



A day in class:
for some it starts
too early.
For most it ends
too soon.

This is a true story.

It's 8:03 on a gloomy morning in November, just outside Amsterdam, Netherlands. Eight bus drivers are huddling over coffee in a conference room, while listening to what this day has in store for them.

Less than eight hours from now, they will all be better drivers – 15% better to be exact. (At least if lower fuel consumption is the gauge.) Between now and then, they'll go through their first day of Scania Driver Training (Scheduled Bus version).

In the parking area just outside, two new Scania Omnilink buses are ready to make their contribution. The 10-inch screen on their dashboards reveals the presence of Scania's Fleet Management system.

The benchmark run.

After a quick overview of the Omnilinks, the Scania trainer invites everyone to board the vehicles for a first ride.

The 21km route is very realistic. It includes busy downtown areas, suburbs, stops, roundabouts and a stretch of motorway.

Each of the eight participants gets to drive the designated route. Scania Fleet Management keeps a detailed log of everybody's performance – down to every acceleration, deceleration and gear shift. And of course, every drop of fuel used.

Back in the conference room, the Scania trainer presents the driving results, with emphasis on fuel consumption. Average consumption was 8.4 litres 40.1l/100km. And the average duration of the journey was just under 32 minutes.

The analysis.

The trainer proceeds to dissect the ride in detail – discussing how every bus stop, roundabout, stop light, 90-degree turn, etc. – influences consumption. And how they can be negotiated in a more fuel-efficient way. To dramatize his points, he uses a combination of photos, video footage, cut-away graphics and computer animations.

The big surprise.

Then comes drive No. 2. Same itinerary, same conditions, same buses, same drivers.

But a very different result.

This time, the drivers approach the task in a more planned, premeditated way – especially at stops and in roundabouts. Their speed is steadier throughout the run, and 10km/h lower on the motorway.

And bingo! The average consumption score for the 21km route is now 7.1 litres: a reduction of 15% across the eight drivers. The average driving time was just under 34 minutes, an increase of only two minutes.

The savings in this case would amount to 6,100 litres of fuel per 100,000km. Not bad for a single day of training. Even seasoned drivers (and fleet owners) find results like these compelling, to put it mildly.

A European driving school with a European fan club.

For years already, Scania has offered customers driver training in various forms – ranging from an hour of instruction at vehicle hand-over to full-blown courses.

The EU training directive has prompted us to create a single, comprehensive programme and to offer it to customers all over Europe. This focus on one, common programme benefits customers everywhere in terms of quality and value for money.

Across Europe, Scania owners (and their drivers) are discovering what they stand to gain. As their attention turns increasingly to fuel savings, road safety and environmental care, their appreciation for Scania Driver Training is consistent and genuine.

In Poland, experience has confirmed that training reduces fuel consumption. With driving distances of 200,000 kilometres, a realistic 10% reduction leads to annual savings on the level of €5,000 per vehicle.

A food transporter found that the training of their drivers had a payback time of less than a month.

In Germany, a series of courses – with drivers from different businesses participating – all led to double-digit initial fuel savings: one fleet owner in Niedersachsen with a long-haulage fleet slashed

fuel consumption by between 15 and 22% during the course. Another achieved savings of between 17 and a whopping 25%.

Two garbage collectors in Saarland saw similar results – ranging from 13 to 19% initial fuel reduction. (Even over time, these drivers are maintaining a consumption that's nearly 10% lower than before they were trained.)

In France, statistics from around 200 Scania driver courses conducted each year since 2004 show an average reduction in fuel consumption of 10%. Drivers of trucks with high-torque engines and long-ratio axles have been especially successful.

In Holland, Scania drivers across all vehicle types have seen their fuel consumption drop by 11% on average after one day of training. Six months later, it was still down by 6%. (Which, incidentally, goes to show the value of recurring training.)

The list goes on. From Norway, Sweden, the UK and other European countries, we get similar positive accounts from Scania training organisations. They tell us of drivers who can hardly believe their eyes. And of owners who can't wait to train more drivers.

It's a growing fan club. Maybe you should join it, too?



Professional.
Dedicated.
Personal.
It's driver training
the Scania way.

What's the difference between Scania Driver Training and the driving school nearest you?

After all, as long as both are EU-certified training providers, shouldn't the rather detailed directive ensure that the training offered is pretty much the same?

Not quite.

In addition to the formal course requirements, there's also the Scania Factor: something no generic driving school in the world is able to deliver.

The right focus.

The Scania Factor means, first of all, that we train Scania drivers exclusively on Scania vehicles. That in itself is a major advantage – for you, for your drivers and, ultimately, for your business.

The drivers already know their way in and around

the training vehicle, so they don't waste time on adapting to an unfamiliar environment. They can focus on optimizing the use of every system in the vehicle – for maximum safety and efficiency.

No one knows these systems and their potential better than the people who developed them.

Taking care of business.

To us, driver training implies far more than living up to an EU directive. Just as our dedication to you as a Scania customer goes far beyond your vehicle.

We take an active interest in understanding your business and securing your long-term success. That's the best way we know to keep you a Scania customer.

Helping you train your drivers and optimize your operating economy is an important contribution.

Tracking the results over time.

Scania Driver Training and Scania Fleet Management are highly complementary (and synergetic) services.

Even in its most basic version, the Fleet Management system provides data about fuel consumption and vehicle performance. This can be used to extend the positive effects of driver training – financially and environmentally.

Scania Fleet Management, which can be used in mixed fleets, includes an on-board logging and communication unit, a communication subscription, a GPS and a web-based back-office interface.

The system collects the vehicle's data continuously, analyzes it against your own parameters and reports back through the web portal – highlighting potential action areas.



Lean and clean.

Scania is unconditionally committed to sustainable road transportation. We share a responsibility with our customers to do everything we can to save fuel, save lives on the roads, save the environment and save drivers' personal health.

This is the inspiration behind Scania Driver Training – possibly the most advanced and effective anywhere in our business. Certainly when it comes to training Scania drivers.

To some people, sustainable road transportation may sound like a noble cause to pursue.

To us it's a simple matter of life and death.

