



DEALER TRAINING WORKSHOP

September 23-24

10511 Old Ridge Rd. Ashland, VA 23005

Mark your calendars.

PCS is pleased to announce our 2013 Dealer Training Workshop to be held on **September 23rd and 24th** at the PCS engineering facility in Ashland, Virginia. This training workshop is an important step in helping our dealer network sell and support our products across the broad range of applications that PCS covers. Our engineers will share their knowledge of the different types of transmissions, their control strategies, and our products.

Although these sessions will certainly be technical in nature they are not just for technical support staff. Sales training will also be offered to help you build a larger, stronger customer base. From helping your customer choose the best transmission for their application to which of our products best suits their technical ability, almost every session of this workshop will help you serve and sell your customers with the latest information and products.

We have structured this workshop to provide you with information that we feel is beneficial, but ultimately this is your workshop. If you have specific areas you would like to know more about, please provide that information when you register.

Be sure to bring the laptop you use when calibrating controllers so we can make sure you have the latest software and help with any software or USB issues you may encounter unique to your computer.

Registration is open until **August 30th, 2013**. There is a \$150 Registration fee for each company which includes one attendee. There is a \$20 fee for each additional attendee. Each company will receive a **SIM-2000 Vehicle Simulation Test Stand**, an **\$800 value**. Lunch is included both days and dinner will be provided Monday night. Please join us for what will be a very special event.

Area Hotels:

Hampton Inn

705 England St
Ashland, VA 23005
(804) 752-8444

Holiday Inn Express

107 S Carter Rd
Ashland, VA 23005
(804) 752-7889

Sleep Inn

80 N Cottage Green Dr
Ashland, VA 23005
(804) 752-2355

Topics to be discussed:

- A transmission overview explaining the different types of electronic transmissions, the pros and cons for using them, and the common pitfalls when trying to control them.
- A TCU comparison and how to match the best TCU for the customer's needs.
- The roadmap for new PCS transmission controllers including support for GM 6-speeds.
- Tips for the most common technical support questions.

Installations of a transmission controller, paddle shifter, and gear select module (GSM) will be performed covering all the necessary details and answers to the most common questions including:

- **Pre-install planning** – Is this controller going to do what I need it to do? What else do I need to buy?
- **Wiring** – What is sufficient power and ground? Should power be ignition, or battery, or both? What happens when I use my battery disconnect? How do I connect TPS to a drive-by-wire system? Can I use CAN? What is CAN? What about all these unused wires?
- **Vehicle Integration** – What existing wires on the vehicle do I need to find? How do I connect neutral safety? Reverse lights? Is my speedometer still going to work? Do I need a brake signal?
- **Customer specific requests** – How do I connect to my cancel overdrive button? How do I connect a switch to change calibrations for towing or racing?
- **Software** – How do I install the USB drivers for Windows 8? How do I find my shift tables? How do I do a data log?
- **Initial power-up** – What do I need to set in the software? What should I check? Where do I get a base calibration?
- **Calibrating and Testing** – How do I know when it is shifting "right"? How do I make it shift "faster"? How quickly can I damage the transmission? Why don't I have engine braking?

Access to PCS test vehicles including:

- 6.5L Diesel with a PCS 6-Speed 4L80
- 4.3L Vortec with a 4L60
- LS3/475HP with a 6L80 and Paddle Shifter
- LS2 with a 6T75, Paddle Shifter, and GSM
- Cummins with a 6L90