

JUNE 2024



# THE CAN-AM CHRONICLE

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## Environmental Awareness Month

CAN-AM and GEOTAB join forces to promote sustainable practices and green innovations. Their collaboration signals a breakthrough in environmental stewardship and green technology.

## EV Suitability Assessment (EVSA)

A personalized fleet electrification blueprint based on performance requirements, vehicle preference and charging availability.

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— june OFFER

# C-TRAQ ASSET TRACKER

PROACTIVE, NOT REACTIVE!

**C-TRAQ** is a state-of-the-art asset management tool integrating GNSS, Wi-Fi, and Cell Tower tech for precise tracking. It's durable, **with over 10 years of battery life from 3 AAA batteries**, and offers smart tracking and power-saving features. The cloud-based processing and robust design make **C-TRAQ ideal for reliable asset management.**



## KEY FEATURES



Battery Life Alerts



Cloud-Based Location



Ultra-Rugged



Theft recovery mode



GPS & GNSS. Wi-Fi fallback for location



HARDWARE \$95  
MONTHLY SERVICE FROM \$12

— june OFFER



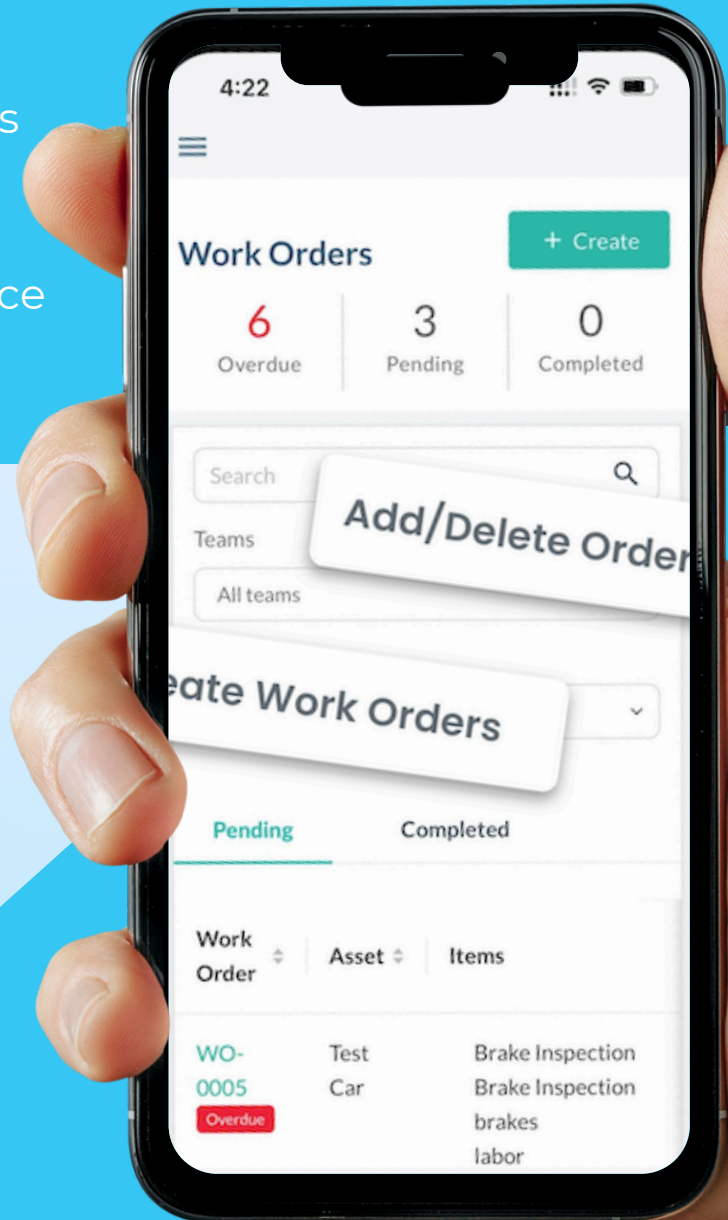
# UNLIMITED ASSETS, ONE LOW FIXED RATE

Bring **ALL** of your assets and equipment onto Whip Around to be inspected and maintained at one low fixed price

**Whip Around gives you full control and visibility over your fleet:**

- Easy-to-use software & app
- Custom digital vehicle/assets inspections
- Powerful preventative maintenance programs
- Improved safety & compliance outcomes

**Contact us about this exclusive offer!**



OUR NEW CUSTOMERS



**WELCOME**  
to the family!



BOUCHER  
BROTHERS



ROLL OFF DUMPSTERS AND PORTABLE TOILET SERVICE



# Electric Vehicle Suitability Assessment: A Strategic Approach to Fleet Electrification

## Embracing the Future: The Role of EVSA in Sustainable Transportation

The transition to electric vehicles (EVs) is a critical step towards reducing carbon emissions and promoting sustainable transportation. An Electric Vehicle Suitability Assessment (EVSA) is an invaluable tool for fleet managers considering this shift. This comprehensive analysis evaluates a fleet's readiness for electrification, providing tailored recommendations based on specific vehicle usage patterns and total cost of ownership.

FREE DOWNLOAD



### “ Other benefits include

- Reduced fuel and maintenance expenses
- Lower greenhouse gas emissions
- Enhanced corporate sustainability profile
- Access to incentives and rebates for EV adoption

## Decoding EVSA: Insights into Fleet Electrification Readiness

An **EVSA** harnesses telematics data to offer insights into each vehicle's operational profile, including daily range requirements, idling patterns, and environmental conditions. By comparing this data with the performance metrics of available EVs, an **EVSA** identifies the most suitable electric alternatives for each vehicle in the fleet.

### The Advantages of EVSA: Cost Savings and Environmental Impact

**The primary advantage of conducting an EVSA** is the potential for significant **cost savings**. By pinpointing which vehicles are prime candidates for electrification, fleet managers can make informed decisions that optimize the balance between operational efficiency and environmental impact.

# TRENDS IN COMMERCIAL VEHICLE ACQUISITIONS AND SAFETY



The year 2023 marked a significant shift in the automotive industry, particularly in the commercial sector, with a clear preference for robust and reliable vehicles. This section delves into the trends observed in vehicle acquisitions, highlighting the models that dominated the market.

## Commercial Vehicle Preferences

An analysis of the Geotab-connected commercial ecosystem reveals the Ford Transit, Chevrolet Silverado, and Ford F-150 as the frontrunners in vehicle acquisitions. This part of the article examines the factors contributing to their popularity and the shift in fuel type preferences among consumers.

Rank 2023 (2022)	Make / Model	Year	Rank 2023 (2022)	Make / Model	Year
↑ 1 (3)	Ford Transit	2023	↓ 6 (4)	Ram 1500	2023
2 (2)	Chevrolet Silverado	2023	↑ 7 (8)	International LT	2024
↓ 3 (1)	Ford F-150	2023	8 (-)	Mack MD (CBE)	2024
4 (-)	Nissan Rogue	2023	9 (9)	International MV	2024
↑ 5 (6)	Ram 2500	2023	10 (-)	Chevrolet Express	2023

**40% LOWER COLLISION RATE**  
in fleets that regularly use Geotab's safety features

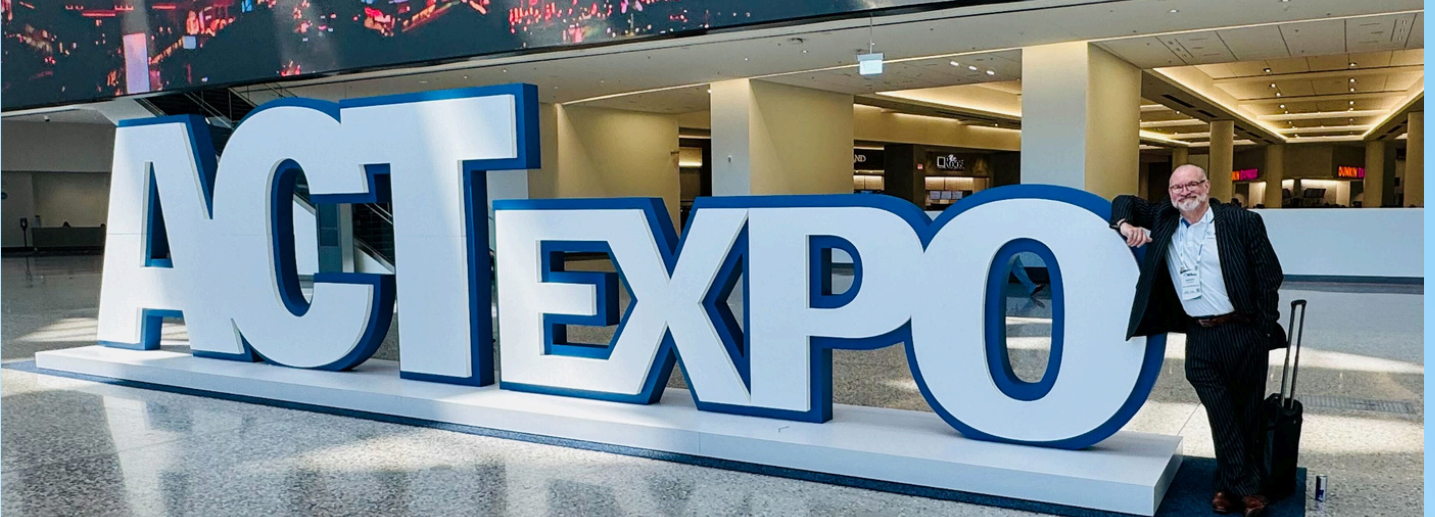
## Advancements in Vehicle Safety

Geotab's connected commercial vehicles have shown a remarkable improvement in safety measures, with a notable decrease in miles driven before a collision. This section explores the impact of Geotab's safety features on collision rates and operational efficiency.

## International Safety Metrics

A comparative study of safety metrics across various countries indicates diverse trends. This section compares the safety protocols and accident rates in Brazil, Italy, Spain, Germany, Portugal, the United Kingdom, and the United States.

# ACTEXPO 2024: A GLIMPSE INTO THE FUTURE OF SUSTAINABLE TRANSPORTATION



The ACTexpo 2024, held in the vibrant city of Las Vegas, Nevada, marked a significant milestone in the journey towards sustainable transportation. This event brought together industry leaders, innovators, and thousands of attendees to explore the latest advancements in clean transportation technology.

The ACTexpo 2024 served as a catalyst for change, driving the conversation on economic and environmental sustainability in the commercial vehicle sector. The event showcased over 200 advanced vehicles and provided a platform for stakeholders to engage in meaningful discussions on policies, technologies, and funding opportunities that will shape the future of the industry.



As we reflect on the success of ACTexpo 2024, it is clear that the collaborative efforts of companies like Geotab, Engie, and CAN-AM are essential in steering the transportation industry towards a cleaner, more sustainable future. The innovations unveiled at the expo promise to revolutionize the way we think about mobility and set new standards for and set new standards for environmental stewardship in the years to come.





# MEET

## RAMON FERNANDEZ

### Sales Engineer Manager and Salesforce Admin

Originally from the vibrant Dominican Republic, Ramon Fernandez is a dynamic force in our sales team. As our **Sales Engineer Manager and Salesforce Admin**, Ramon combines technical expertise with strategic insight to drive our sales initiatives forward.

Ramon's blend of professional skills and personal passions **make him a valued member of our team**, always bringing a dash of creativity and a wealth of knowledge to every project.



### FUN FACT ABOUT RAMON

his father is a retired chef, which has inspired Ramon's own passion for cuisine. When he's not optimizing sales processes, you might find him experimenting with new recipes in the kitchen or diving into a good book.

## A LETTER FROM THE OWNER



As we venture into the new quarter, I am proud to announce the remarkable growth of our company. **Thanks to the unwavering support of customers like you**, Can-Am Telematics has experienced substantial expansion.

Your trust and loyalty have been the cornerstone of our success, and **we remain deeply committed** to exceeding your expectations in every aspect of our business.

In line with our commitment to innovation, I am delighted to introduce our latest product offering: C-TRAQ. This cutting-edge solution **is designed to revolutionize the way you manage your non-powered asset operations**, providing real-time insights, advanced analytics, and unparalleled efficiency.

Furthermore, I am pleased to share updates regarding our partnership with Geotab. **Together, we are dedicated to delivering innovative solutions** that drive tangible value and foster long-term success for your business.

Thank you for choosing Can-Am Telematics as your trusted partner. Here's to a successful quarter filled with growth, innovation, and prosperity!

**Johan Rahardjo**

President & CEO