



CANADIAN ASSOCIATION of FLEET SUPERVISORS

Member Newsletter

November 2025

Thank You to the Following
Secret Santa Sponsors!



For your generous contributions to CAFS Christmas events.

PLATINUM Sponsorship



GOLD Sponsorship



SILVER Sponsorship



BRONZE Sponsorship



Thank you BCIT
for bringing your
equipment simulators
to the
Children's party!

CONTENTS

INSIDE THIS ISSUE

3 Welcome New Members!

5 2026 Membership Renewal Time

6-7 **CAFS Christmas Parties!**

9 Call for BOARD OF DIRECTORS

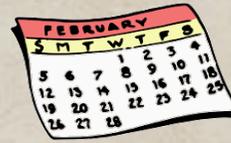
11 Advertising Opportunities

13-15 CAFS Training

17-23 November Speaker Follow-up

24-25 Coquitlam Meeting Attendees

26-27 Abbotsford Meeting Attendees



Mark Your Calendar



UPCOMING EVENTS

No General Meetings in December.

December:

Fri, 5: Adult Christmas Party

Sun, 7: Children's Party with Santa



PROUD MEMBER of



Dedicated to Safe Efficient Fleets
Through Education and Support
www.cafs.ca



CAFS PROUD MEMBER STICKER

Displaying this sticker on your storefront shows your customers that your organization is a **PROUD MEMBER** of CAFS.

Please contact the office if you wish copies

Welcome New Members

New Auxiliary Member

Jason Fast - Commercial Truck Equipment Co.

591 Chester Road,
Delta, BC
V3M 6G7
Ph: 604 526-6126
Cell: 604 996-8618
Email: jfast@comtruck.ca

New Active Member

Shaun McCallum - Roz Ventures Inc

9285 Sitka Place
Chilliwack BC
V2P 0H8
Cell: 604 819-6675
Email: shaun@rozventures.com

Member Company Name Change

Versalift Canada Industries ULC is now...

Active Member

Ron Tribe - Drive Products Inc.

837 Derwent Way
Delta BC
V3M 5R4
Ph: 604 260-0288
Cell: 604 817-2445
Email: rtribe@driveproducts.com

Auxiliary Member

Gayle Peever - Drive Products Inc.

837 Derwent Way
Delta BC
V3M 5R4
Ph: 877 329-7969
Cell: 604 260-0298
Email: gpeever@driveproducts.com

Why join a non-profit board of directors?



- ◆ You share a passion for what the organization does and stands for.
- ◆ You respect the organization's mission and it reflects your values and views.
- ◆ You feel you contribute to the strategy of the organization and its performance.
- ◆ You are enthusiastic about developing collaborative skills with a group of your industry and like-minded peers.
- ◆ You believe your time will result in experience that is relevant and has future value to you professionally.

Are you ready to become a leader?

A prominent Association with over 75 years of "Dedication to Safe Efficient Fleets Through Education and Support" is seeking enthusiastic members to join CAFS's team.

QUALIFICATIONS: Persons who are directly involved with the operation and/or maintenance of fleets, as well as, suppliers to the industry.

DUTIES: This 3 year term involves attendance at 1 Board Meeting per month in the interest of your industry.

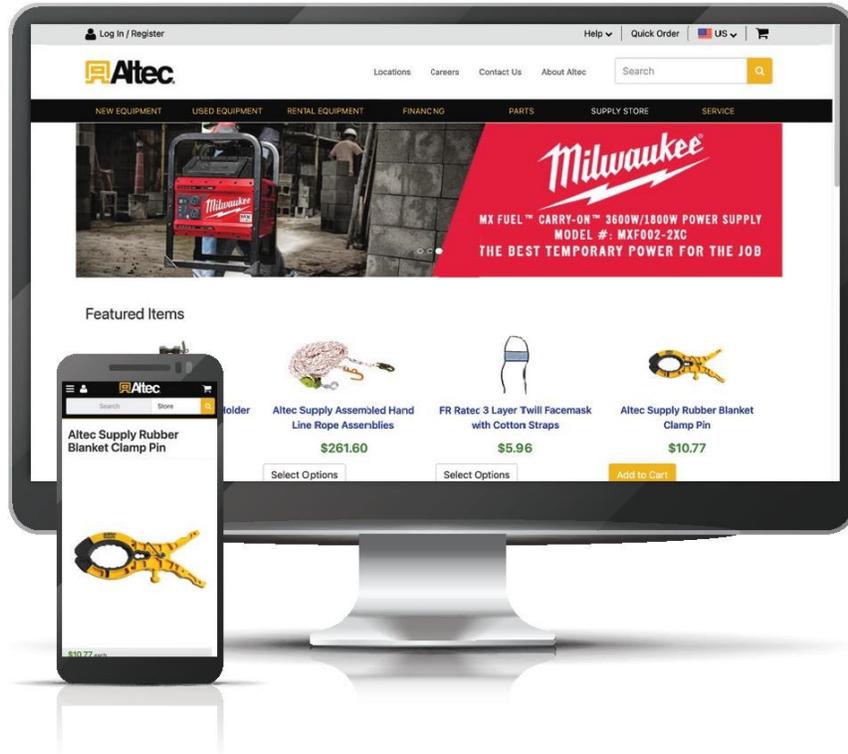
POSSIBILITY OF ADVANCEMENT: After joining the Board of Directors, the opportunity to join the executive committee in a variety of positions including Secretary/Treasurer, Vice President and President.

**Direct applications or enquiry's to:
Phone: 778-704-3662 or Email: Admin@CAFS.ca**

Note: This position becomes available at CAFS AGM in 2026

FOR SERVICE, PARTS & SUPPLIES NEEDS, CALL:

1-877-GO ALTEC
(1-877-462-5832)



The Altec Supply Store **allows you to do everything from managing your equipment information to ordering the industry's top brands of tools & parts.**

Be sure to take advantage of the many benefits offered through the Altec Supply Store

REGISTER TODAY AT:
ALTECSUPPLY.COM

ORDER PARTS ONLINE:
ALTECSUPPLY.COM





The time is near...

2026 Membership Invoices Coming Your Way In December

Active \$475 – Auxiliary \$350

Please make sure to submit all payments by February 28th to ensure your company is listed in the directory, and fellow members receive their directory in a timely manner.

- December: *Invoices will be emailed*
- January 31st: *Membership fees are due*
- February 28th: *Cut off date for directory inclusion*



We all thank you for your cooperation!

Why Should You Renew?

Belonging to an association contributes to who you are personally and professionally.

Enjoy a deep sense of satisfaction learning more about your industry, sharing with colleagues and peers, and improve your organization's safety and productivity.

**Need more reasons to keep your association dues current
and remain actively involved?**

NETWORKING

- ◆ swap ideas with people who share your professional or personal interests
- ◆ develop new business through people you meet at association events

SUPPORT

- ◆ keep up with changes in industry rules, standards and regulations
- ◆ access informative speakers and panel discussions
- ◆ member newsletter, directory and website

EDUCATION

- ◆ Government regulatory courses with certification
- ◆ update your skills with industry related technical training

HAVE SOME FUN

- ◆ annual 'themed' Golf Tournament, tailgate party and banquet dinner with lots of prizes
- ◆ socialize and relax at the festive Christmas events



Canadian Association of Fleet Supervisors
Would like you to join us as we celebrate
the season with a

CHRISTMAS PARTY

Friday, December 5th, 2025

Enjoy a festive Christmas Buffet Dinner
followed by games and live entertainment by

Canadian Artist, Ryan McAllister

Ryan McAllister is a Canadian singer, songwriter, and producer. Over 20 years he has played thousands of concerts on five continents with artists ranging from Willy Nelson to Sam Roberts. He owns Five Acres Studio in Abbotsford BC where his work as a producer won a JUNO award.



\$95 (+GST) per person ~ Spouses & coworkers welcome!

Cascades Casino Langley
20393 Fraser Highway, Langley, BC V3A 7N2

Seating is limited ~ RSVP by November 14th !

Call Leah at 778-704-3662 or request by email at Events@cafs.ca



Sponsorships Available

Take part in the joy of giving...

Watch for Sponsorship email coming your way soon!



Canadian Association of Fleet Supervisors



KIDS CHRISTMAS PARTY With Santa!

CAFS's members and their children or grandchildren...

We HO-HO-Hope you can join us for a memorable holly jolly party with Santa!

Face painting - balloon twisting - Christmas crafts - BBQ

Plus a special visit & present from Santa Claus!

All kids must be registered by the Nov 14th deadline

There will be no exceptions due to the time required to co-ordinate their gift from Santa.

Free of charge to members and their children (12 years & under)

**All children 12 and under, in attendance,
will receive a gift from Santa.**

Any gifts not claimed at the party will be donated to a child in need
through the Empty Stocking Fund.



Sunday
**DECEMBER
7th**

1:00pm-4:00pm

LOCATION:

**Commercial Truck
Equipment**

9475 - 192nd, St. Surrey

Sponsorships available!

Take part in the joy of giving...

Watch for an email coming to you soon!



RSVP by November 14th to Events@cafs.ca

*If you have not received your confirmation email
within a week of registering, please contact the office at Admin@cafs.ca*

COMMERCIAL
TRUCK EQUIPMENT CO.

**Thank you for hosting &
Sponsoring this event.**



LEVEL UP YOUR FLEET

Kenworth's medium duty lineup is equipped with advanced features and technology, making it easier than ever to manage your fleet and improve your bottom line. Whether you need a truck for delivery, construction, or any other medium-duty application, there's a Kenworth truck that can meet your needs.



inland-group.com

Call for Candidates for the 2026 Board of Directors Election

CAFS is a prominent association “Dedication to Safe Efficient Fleets Through Education and Support”.

We are inviting enthusiastic people who are currently involved with the management, supervision or maintenance of commercial fleets (small or large) to consider running in our upcoming Directors Election! If you, or someone you know, would like to play an important part in the future of this association then we want to hear from you.



Vacant Board Positions

In keeping with CAFS Bylaws, **we will be electing 1 fleet member plus 3 supplier members** to join the board, each for a three-year term that will start following our 2026 AGM.

Members who are eligible candidates for the Board of Directors election must:

- ◆ Be an ACTIVE member in good standing.
- ◆ Persons who are directly involved with the operation and/or maintenance of fleets.
- ◆ Attend and assist if needed, at least 1 General Meeting per month in the interest of your industry.
- ◆ Attend and contribute time at the monthly Board Meetings**
Duties may include contacting / follow up of speakers or event planning.
- ◆ Involvement on at least one Committee is encouraged.

What we are looking for:

Given the important role of our Board of Directors, the knowledge and experience that it needs to possess as a group is significant. While all areas are important, we're looking to further strengthen our existing Board expertise with members who possess the following attributes:



- ◆ A passion for what the organization does and stands for.
- ◆ Respect the organization's mission and it reflects your values and views.
- ◆ Confidence to contribute to the strategy of the organization and its performance.
- ◆ Enthusiasm about developing collaborative skills with a group of your industry and like-minded peers.
- ◆ A desire to gain experience that is relevant and has future value to you professionally.

Nomination / Candidate Entries :

Direct applications or enquiry's to CAFS office:

Phone: 778-704-3662 or Email: Admin@cafs.ca

This position becomes available at CAFS AGM, 2026

** The following is from CAFS Bylaws...

5.1. The affairs of the Association shall be governed by a Board of Directors consisting of at least nine Active Members, one third of whom shall be elected at the Annual General Meeting to hold office for terms of three years or until their successors have been elected. At any given time, the majority of members of the Board shall consist of persons exercising direction or supervision of fleets.

5.7 Board members are required to attend a minimum of 70% of the monthly board meetings held in each 12 month period of their elected term. In the event of this attendance level not being met, the offending board member (s) will be required to resign their position and agree not to stand for re-election until such time as they can actively fulfill their obligations as a director of the Association. The board can grant an exemption in extenuating circumstances.

Altec Direct™

Tools & Accessories



- One-stop shopping for AB Chance, Klein Tools, Greenlee/Fairmont, Stanley, Hastings, Streamlight, Igloo, and more
- Over **16,000** different parts, tools, and accessories *in stock* and available to ship *same day!*
- Competitive pricing
- Flexible shipping options



*Put Altec's buying power
to work for you...*



Altec Direct™

1-877-GO ALTEC



CAFS ADVERTISING OPPORTUNITIES

CAFS's Member Newsletter, and Website are great ways to get your company advertisement or job posting out to like minded individuals, organizations, supporters and potential customers within your industry.

Choose to promote through one method or more.... Consider your opportunities today!



CAFS's Member Newsletter

A source to upcoming events and training:

- 11 issues of the newsletter produced & loaded to CAFS website per year
- The link is sent electronically via email to all CAFS members
- Current issues and archived issues are always available on CAFS website
- Choose as many 'full page' ads per issue that you wish
- Flexibility to change the ad during the year if you wish

One Full Page advertisement per issue for 11 issues @ \$350 (+ gst)

One Full Page advertisement for 1 month @ \$150 (+ gst)

Members ONLY opportunity

CAFS's Website

Do you have a Job Posting that you want to advertise?

A popular addition to our website for advertisers and job seekers is CAFS 'all access' Job Posting section.

- Your PDF posting will be posted and visible for as long as you wish
- Posting notice is sent electronically via email to all CAFS members

One month Job Posting @ \$125 (+ gst) (member price)

One month Job Posting @ \$250 (+ gst) (non-member price)



Dedicated to Safe, Efficient Fleets Through Education and Support



Canadian Association of Fleet Supervisors

PO Box 1222, Aldergrove, BC V4X 2R7

Tel: 778-704-3662

Office: Admin@CAFS.ca | Accounting: Accounting@CAFS.ca | Events: Events@CAFS.ca | Website: www.cafs.ca





Phil's Batteries & More Inc.

We Stock a Full Inventory of Batteries

Intelligent Battery Chargers

Portable Solar Panel Kits

Power Inverters

Government Authorised Used Battery Recycler

Distributor of

Northern Energy Batteries

*Automotive, Commercial, Deep Cycle,
Golf Cart, Marine*

Northern Energy Batteries

*Sealed Lead Acid
AGM Deep Cycle*

Full Power Chargers

*Intelligent Battery Charger Maintainers
Portable Solar Panel Kits*

Samlex America

12 & 24 Volt Battery Chargers

Power Inverters

& MORE

WANNA "START" SOMETHING

#114 - 12332 Pattullo Place
Surrey BC V3V 8C3

Phone: 604-588-7445

Fax: 604-588-7405

Email: sales@batteriesandmore.ca



At Phil's Batteries & More you get more than just a new battery. Since 1996 our family of knowledgeable staff has helped our customers get the right product for their specific needs. We will help you choose the right battery for your automotive, commercial, deep cycle, marine, motorcycle or truck application not just sell you a new battery.

Need to keep your batteries charged?

We can help with intelligent battery chargers and maintainers.

Do you have used batteries you need to recycle?

We can recycle them.

Do you have a fleet or repair facility?

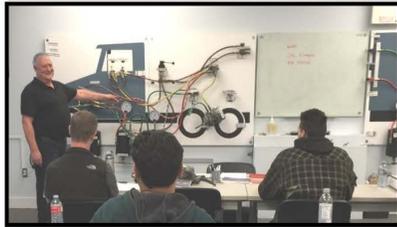
We provide rush delivery service saving you from extended equipment downtime.

Thank You For Your Support

www.batteriesandmore.ca



CAFS TRAINING



Stu Imre, CAFS Instructor

Put CAFS's wealth of knowledge and industry trainers to work for you!

Our instructors are top-quality and have many years experience in their related fields of training.

Air Brake Instructor Certification

A Provincial Government Approved Course

This ICBC approved program is designed to give participants the knowledge to effectively prepare and deliver an air brake course.

The course concentrates on instructional methods and technical content for air brake systems.

Course content includes topics of instructional procedures such as lesson plans, coaching, effective teaching techniques, questioning techniques and developing multiple choice questions.

Technical content includes topics on the basic air brake system, dual air brake system, trailer air brake systems, brake adjustment and air brake valves.

Each student is given an opportunity for "hands on" experience in assembling and instruction using a fully operational air brake board. The air brake board has fully interchangeable components and is capable of simulating all types of air brake systems.

Each student is required to develop and present two 45 minute presentations to the class. Topics will be on air brake systems and the instructor will allocate the topics

on the first day of class.

Each student must obtain 80% on each presentation to pass the course. An informational entrance exam is given on the first day and a final theory exam is given at the end of the week. Each participant must obtain 80% on the final theory exam to be successful.

Each student is given a "Driving Commercial Vehicles" handbook, a course manual which includes technical information and Provincial And Federal air brake regulations.

IMPORTANT ACTION REQUIRED BY STUDENT:

To confirm the two years of air brake experience, the applicant will need to obtain a customized Driver's Abstract with a note added to their driving record which displays the date they received their (endorsement 15) air brake endorsement.

The applicant must phone ICBC to get this customized driving record emailed or mailed to them.

Regular online driving records or those produced at a Driver Licensing Office will not have this information.

Once copy is obtained, you may proceed to register.

PORT COQUITLAM

TO BE ANNOUNCED

Time: 8:30 am - 4:30 pm daily

Cost: Member: \$1150 / Non-Member: \$1300

* Maximum 8 students per class * Course fee includes course material

* The following manuals are optional, and will be available for purchase at the course;

\$35 - Air Brake Connection manual & \$35 - Inside Air Brake Valves + Devices



CAFS TRAINING



Stu Imre, CAFS Instructor

Put CAFS's wealth of knowledge and industry trainers to work for you!

Our instructors are top-quality and have many years experience in their related fields of training.

Authorized Inspector Certificate Course

Provincial Government recognized Certification Course upon successful completion

This course is required for journey person mechanics wanting to become certified as an Authorized Commercial Motor Vehicle Inspector.

This 3-day course will include two days of theory and one day of practical.

Prerequisites include Certificate of Qualification (TQ#) or Red Seal status in Commercial Transport Mechanical Repair, Commercial Transport Trailer Repair, Heavy Duty Mechanical Repair or Automotive Repair Trades.

Participants are eligible to receive their Authorized Inspector Certification upon successful completion of the course.

This course will cover the following content:

- Classes of motor vehicles,
- Motor Vehicle Act and Regulations,
- Designated Inspection Facility Program,
- Preventative Maintenance Program,
- Inspector Qualifications and Responsibilities,
- Responsibilities of Facility Operators and Inspectors,
- Commercial Vehicle Inspection manual,
- Procedures for forms completion and decal application,
- Vehicle Inspection e-forms general procedures and how to sign up,
- Preparation and administration of Authorized Inspectors examination,

NOTE student requirements:

A mobile BC Services Card registered for use to access online government application <https://www2.gov.bc.ca/gov/content/governments/government-id/bc-services-card/log-inwith-card>

Student are required to bring to class a laptop computer, tablet or mobile device to take the examination and apply for their inspector certificate.

CSA approved safety glasses and footwear is required during the practical portion of the course. Footwear must be steel-toed leather, ankle covering boots.

PORT COQUITLAM

TO BE ANNOUNCED

Theory: (days 1 & 2) AND **Practical:** (day 3)

Time: 8:00 am – 4:30 pm, each day

Cost: **Member: \$450 / Non-Member: \$550**

CVSE Manual: **Students are required to bring a hard copy version of the manual to the course**
New 2025 Manual can be accessed directly at <http://www.vsis.ca/>



CAFS TRAINING



Stu Imre, CAFS Instructor

Put CAFS's wealth of knowledge and industry trainers to work for you!

Our instructors are top-quality and have many years experience in their related fields of training.

Facility Operators Certificate

This 1 day, 8-hour course prepares Designated/Preventative Maintenance Program Inspection Facility owner (s)/operator (s) for the Facility Operator's Course examination.

The Facility Operator Course training course educates the course participant of the program objectives, authorized inspector obligations, and a clear recognition of operator responsibilities and liabilities.

The Facility Operator Course provides a consistent platform of instruction to ensure business operations are complying with all applicable regulations, legislation, program requirements, and standards.

PORT COQUILAM

TO BE ANNOUNCED

Cost: Member: \$300 Member / Non-Member: \$355

Required Materials:

Students are required to bring a 2016 Vehicle Inspection Manual (hard copy) or Vehicle Safety & Inspection Standards online and computer or tablet is recommended

Commercial Vehicle Cargo Securement

This 1/2-day (4 hour) program is designed for Fleet and Safety Managers, as well as all commercial vehicle operators, as per the new *Load Securement Standard* under schedule 10 of the National Safety Code. This course will equip managers and operators with the necessary skills to secure loads according to current regulatory requirements and industry "best practices".

ALL cargo being transported on the highway system must remain on or within the transporting vehicle under all conditions which could reasonably be expected to occur in normal driving, and when a driver is responding to emergency situations, short of a crash.

Drivers: Know how to properly secure the load.

Managers: Know that your fleet is in compliance and drivers & equipment are legal

Note: New North American Load Securement Standards in effect January 1, 2005.

In-House training delivered based on typical configurations and load dynamics specific to your business.

Commercial Vehicle Wheel Service

This "Certificate Course" is designed for mechanics apprentices and tire people who are responsible for removing and installing wheels, and also for drivers to help them on their pre-trip inspection.

This comprehensive 3-hour training program teaches service personnel the risks of improper installation, how to spot defective components, how to properly prepare wheels for installation, correct tightening procedures and how to comply with recommended procedures for torque checks and preventative maintenance.

In-House training.

DO YOU OWN OR LEASE 5 OR MORE VEHICLES?

We handle fleets of any size, from 5 cars to over 500 cars and tailor requests to meet your business needs.

ADVANTAGES OF A FLEET POLICY:

- Higher discounts.
- No listed drivers.
- Reduce the impact of a claim.
- Same vehicle insurance expiry.
- Ability to pay out claims for a better discount.



Get in touch with our Reliance Insurance Auto Team for all your auto and fleet inquiries today.

reliance.ca | 604.255.4616 | autodepartment@reliance.ca

reliance  **INSURANCE AGENCIES LTD** **PROTECTION BEYOND INSURANCE®**

November General Meeting Speakers

Date:

Coquitlam,
Wed. Nov. 5th 2025

Abbotsford,
Tues. Nov.18th, 2025

Guest Speaker :

Anjali Deodhar - Viatec Inc.

Vice President -Sales
adeodhar@viatec.us
(408) 464-2280



Topic: Eliminating idle time with Electric PTO's: A simple idea that packs a powerful punch

- **Idle-reduction saves fuel, money, and reduces emissions:**
Idling wastes over 6 billion gallons of fuel annually in the U.S. and contributes to harmful emissions, but reducing idle time lowers fuel consumption and provides significant cost and health benefits.
- **Technology innovations improve efficiency and work conditions:**
Modern idle-reduction solutions like ePTO units reduce noise, improve safety, and decrease vehicle wear-and-tear, offering a better work environment for crews and surrounding communities.
- **Easily implementable and cost-effective:**
Unlike other alternative fuel technologies, idle-reduction systems are quick to install, require minimal downtime, and don't involve heavy upfront costs or complex infrastructure.



Continued on page 18

NOVEMBER SPEAKER FOLLOW-UP

November Guest Anjali Deodhar - Viatec Inc.

Continued from page 17



Anjali Deodhar
VP-Sales

Viatec, Inc
November 5th, 2025

Eliminating idle time for vocational trucks

ePTOs: A simple idea that packs a powerful punch



© 2025 Viatec. All rights reserved. 1



Eliminating Idling in Vocational Trucks

Agenda

Idling engines: Why do they matter

Idle-reduction Technologies: A History

The Evolution of ePTOs

The technology difference in today's ePTOs

Sample Measuring Tools (Telematics Dashboard Demo)

Q/A

© 2025 Viatec. All rights reserved. 2

Continued on page 19

November Guest Anjali Deodhar - Viatec Inc.

Continued from page 18



Why Do Idling Engines Matter? The Hidden Costs of Keeping Engines Running

The Scope of the Problem

Vocational trucks—utility vehicles, refuse collection trucks, and service fleets—routinely idle **for work**: waiting at job sites, powering equipment, and running power take-off (PTO) operations. This operational necessity creates substantial hidden costs.

One hour of idling burns 2.8 to 6.6 liters of diesel fuel—equivalent to driving 53 kilometers in terms of engine wear-and-tear.

The Real Impact

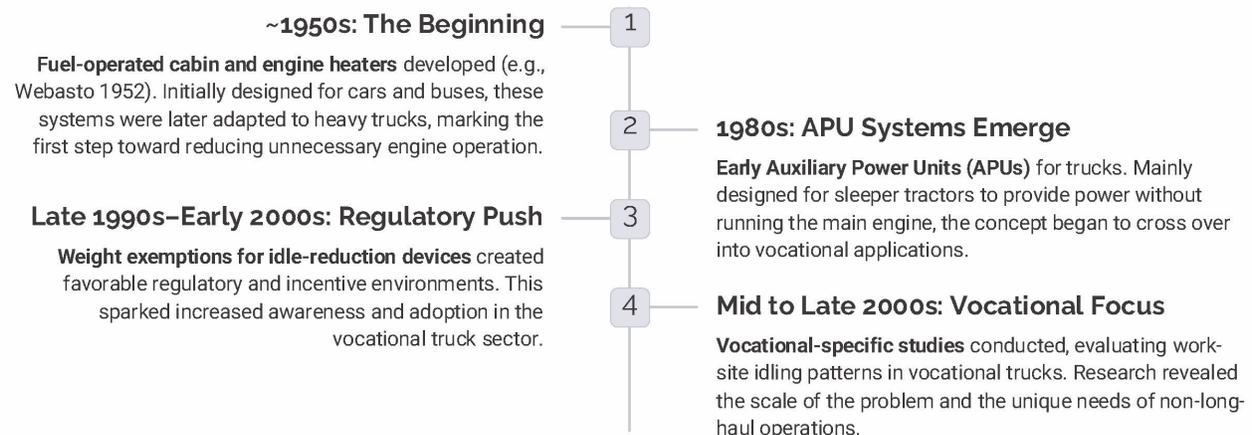
- **Noise pollution:** Engines generate upwards of 100dB, creating hazardous working conditions
- **Harmful emissions:** NOx, diesel particulates, and visible smoke affect crew health and community air quality
- **Accelerated wear:** Premature maintenance needs and shortened engine life
- **Fuel waste:** Thousands of dollars annually per vehicle in unnecessary consumption

Low-Hanging Fruit: Reducing idling represents one of the most cost-effective opportunities for fuel savings, emissions reduction, and improved health and safety. Studies estimate **19-40% fuel consumption reduction potential** from idle-reduction technologies.



The Evolution of Idle-Reduction Technologies

Seven Decades of Innovation



Continued on page 20

NOVEMBER SPEAKER FOLLOW-UP

November Guest Anjali Deodhar - Viatec Inc.

Continued from page 19



The Evolution Continues From Factory Options to Integrated Solutions

Late 2000s–Early 2010s

OEMs offer factory idle-reduction packages on vocational and heavy-duty chassis. Shore power connections, fuel-fired heaters, and electric air conditioning become formal options in chassis specifications, making idle reduction a standard consideration.

2010s Onward: Regulatory Framework Solidifies

Idle-reduction becomes standard practice. Vocational fleets adopt automatic engine shutdown, stop/start technology, and electrified PTOs. Detailed telematics data enables fleet managers to track and optimize idling behavior in real-time.

2010s: Electric and Hybrid Solutions

Electric and hybrid accessory systems expand. Battery APU systems, no-idle HVAC, and electrified tool power systems emerge. The vocational truck-equipment niche becomes an active area of innovation and investment.

Late 2010s–Present: Work-Mode Innovation

Focus shifts to integrated systems: e-PTO, e-HVAC, battery energy storage, and hybrid powertrains. The next frontier isn't just eliminating parked idling—it's **minimizing work-mode idling** during active operations.



Eliminating Engine Idling

The Evolution of ePTOs

From Idling Engines to Intelligent Energy Usage

Traditional PTO Systems Pre-2000's

Mechanical PTOs required truck engines to idle continuously in order to power equipment. This created noise, fuel waste, and excess wear-and-tear. Leading to waste, noise and fumes for the crews working with these trucks.

Early Electric PTO Systems 2000s–2015

The first generation of "electric" PTOs introduced onboard batteries and electric motors to run auxiliary equipment without relying on the truck's engine. But these systems struggled with inefficiency: heavy, low-density lead-acid or nickel-cadmium batteries, underpowered motors, and deep integration into driveline systems that often caused failures. With no market standard, each aerial manufacturer built proprietary systems that worked only on their own devices.

Universal ePTOs 2017–Today

Modern ePTOs solved these challenges. Today's systems are lightweight, power-dense, and highly efficient, engineered to be universally compatible across chassis and aerial combinations. They can be easily upfitted or retrofitted, installed or removed, and have become the industry standard.

© 2025 Viatec. All rights reserved. 6

Continued on page 21

NOVEMBER SPEAKER FOLLOW-UP

November Guest Anjali Deodhar - Viatec Inc.

Continued from page 20



The Technology Difference in Modern ePTOs

Rethinking Fleet Electrification

Most emissions from work trucks happen while parked

Idling to power equipment is the biggest contributor to fuel consumption and emissions in vocational fleets.



Focusing on Worksite Idling

Industry focus has been on "electrifying miles"—overlooking the bigger opportunity. The real impact comes from addressing hours of stationary operation.

Electrifying Work Operations

Electrifying work operations drives near-zero emissions adoption faster and more affordably than full vehicle electrification.

Low-Hanging Fruit with Outsized Impact

Simple, proven, measurable, and impactful solutions. The technology exists today—and the ROI is immediate.



Measuring the Impact of Idle-Reduction with ePTOs

From Simple to Detailed: Data-Driven Decision Making

40%

Fuel Savings

Average reduction in fuel consumption across vocational fleets using ePTO technology

85%

Emissions Cut

Reduction in worksite emissions including NOx, particulates, and CO2

100dB

Noise Eliminated

Sound level reduction at worksites, creating safer and healthier work environments

53km

Wear Prevented

Equivalent driving distance in engine wear saved per hour of eliminated idling

Modern telematics platforms provide comprehensive visibility into fleet performance. Track fuel savings, emissions reductions, operator adoption rates, and ROI in real-time. From simple summary metrics to detailed vehicle-by-vehicle analysis, the data empowers informed decisions and validates the business case for ePTO adoption.

Continued on page 22

NOVEMBER SPEAKER FOLLOW-UP

November Guest Anjali Deodhar - Viatec Inc.

Continued from page 21



VIATEC

Eliminating Engine
Idling

What should be the goals of the technology?

The goal should be simplicity, while not sacrificing functionality

- Non-invasive architecture
- Power-dense battery systems
- Configurable battery capacities – to cover a wide spectrum of use cases
- Sufficient battery capacity for drive and duty cycles
- Easy install/uninstall
- Chassis and aerial agnostic
- Same 'work-feel' as existing systems for operators
- Automotive grade reliability
- Remote diagnostics capability
- Easy telematics and reporting

© 2025 Viatec. All rights reserved. 9



VIATEC

Eliminating Engine
Idling

Measuring the impact of idle-reduction with ePTOs

From simple to detailed

Detailed lifecycle data collection and analysis	Fuel Savings Calculators	Detailed Financial Modelers	Telematics Data and Dashboard Reporting
<ul style="list-style-type: none">• Eugene Water and Electric Fleet-level Analysis	<ul style="list-style-type: none">• Argonne National Labs Idling Reduction Savings Calculator	<ul style="list-style-type: none">• Viatec Financial Modeler	<ul style="list-style-type: none">• Viatec Telematics Dashboard

© 2025 Viatec. All rights reserved. 10

Continued on page 23

NOVEMBER SPEAKER FOLLOW-UP

November Guest Anjali Deodhar - Viatec Inc.

Continued from page 22



Eliminating Engine
Idling

Sample Dashboard Demo



WORKFORCE
CLOUD DASHBOARD

Remote
troubleshooting.
Less downtime.

Stay connected to every detail,
remote telemetry, diagnostics,
and repair alongside clear
reports on emissions,
adoption, ROI, and more.

© 2025 Via sec. All rights reserved. 11



Thank you!

Anjali Deodhar
Vice President - Sales
adeodhar@viatec.us
(408) 464-2280

© 2025 Via sec. All rights reserved.

Thank You for your presentation Anjali Deodhar / Viatec Inc

COQUITLAM MEETING PHOTOS

Thank You Door Prize Sponsors!



MEMBER Draw

The name drawn from members in attendance... and winner of \$50

COQUITLAM General Meeting

Winner

**Haven Alexander -
Factory Outlet Trailer**

With CAFS President, TJ Bumby

COQUITLAM MEETING ATTENDANCE

CAFS General Meeting
 Wednesday, November 05, 2025
 Executive Inn, Coquitlam

Meeting

Chair:

TJ Bumby- President

Guest Speaker:

Anjali Deodhar- Viatec Inc

NAME		COMPANY
Chris	Richardson	BNAC
Ron	Narayan	City of Port Coquitlam
Chris	McKenzie-Cook	City of Richmond
Steve	Chapman	Commercial Truck Equipment
Mark	Einarson	Commercial Truck Equipment
Jason	Fast	Commercial Truck Equipment
Jim	Heaton	Commercial Truck Equipment
Suzanne	LaFrance	Commercial Truck Equipment
Will	Schwenger	Commercial Truck Equipment
Andy	Popoff	District of West Vancouver
Carlos	Pavez	Dueck Auto Group
Rebecca	Silva	Dueck Auto Group
Haven	Alexander	Factory Outlet Trailer
Ash	Chandra	Freeway Truck Repair
Tim	Topping	Hi-Lite Truck Accessories
Jake	Kuik	Intercontinental Truck Body
Jenny	Tiggelaar	Intercontinental Truck Body
Willie	Stephen	Maxquip
Bob	Mooney	Metro Vancouver
Hal	Lassam	Ocean Trailer
Darryl	Wood	Peterbilt Pacific
Rob	Harvey	R H Fleet Services
Fred	Hendy	Rollins Machinery
Chanel	Miller	Vancouver Axle & Frame
Moe	Ukhttar	Vancouver Axle & Frame
Anjali	Deodhar	Viatec Inc.
Brian	Salsman	West Coast Reduction
TJ	Bumby	Western Coast Insurance
Mike	Szep	Yard At A Time
Leah	Teter	CAFS

ABBOTSFORD MEETING PHOTOS

Thank You Door Prize Sponsors!

Your continued support is appreciated!



MEMBER Draw

The name drawn from members in attendance... and winner of \$50

ABBOTSFORD General Meeting

Winner **Jake Kuik,**
Intercontinental Truck Body
With CAFS Secretary / Treasurer
Suzanne LaFrance

ABBOTSFORD MEETING ATTENDANCE

CAFS General Meeting

Tuesday, November 18, 2025

The Trading Post Eatery, Abbotsford

Meeting Chair:

Guest Speaker

Suzanne LaFrance, Secretary/treasurer

Anjali Deodhar- Viatec Inc.

NAME	COMPANY
Jay McGowan	Amrize Canada
Jason Griizen	BC Hydro
Lyle Crowell	City of Mission
Mark Alger	City of Vancouver
KJ Jhaji	City of Vancouver
Suzanne LaFrance	Commercial Truck Equipment
Adam Lowe	Commercial Truck Equipment
Will Schwenger	Commercial Truck Equipment
Destiney Gelinas	Enterprise Paper
Steve Plumb	Enterprise Paper
Haven Alexander	Factory Outlet Trailer
John Basten	Groeneveld-beka Canada
Jake Kuik	Intercontinental Truck Body
Mike Brownell	Ken Johnson Trucking
Joe Muzyka	Magnum Trailer
Doug Giles	Mainroad
Kurt Halfpenny	Morgan Canada
Fred de Boer	Premier Truck Body
Shaun McCallum	Roz Ventures Inc.
Beau Miller	Vancouver Axle & Frame
Chanel Miller	Vancouver Axle & Frame
Richard Conlin	Velocity Truck Centres
Anjali Deodhar	Viatec Inc.
Leah Teter	CAFS



2025 EXECUTIVE COMMITTEE



President
TJ Bumby
Western Financial Group.



Vice President
Mike Brownell
Ken Johnson Trucking Ltd.



Secretary / Treasurer
Suzanne LaFrance
Commercial Truck Equipment

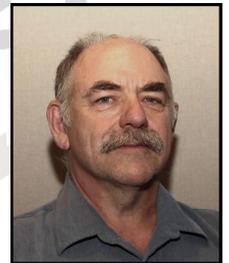


Past President
Brian Haugen
International Union of
Operating Engineers Local 115

BOARD OF DIRECTORS



TJ Bilkhu
Cummins Western Canada



Vern Bose
Mac & Mac Hydrodemolition



Tommy Deranja
West Coast Reduction



Jay McGowan
Amrize Canada



Peter Tremblay
District of Squamish