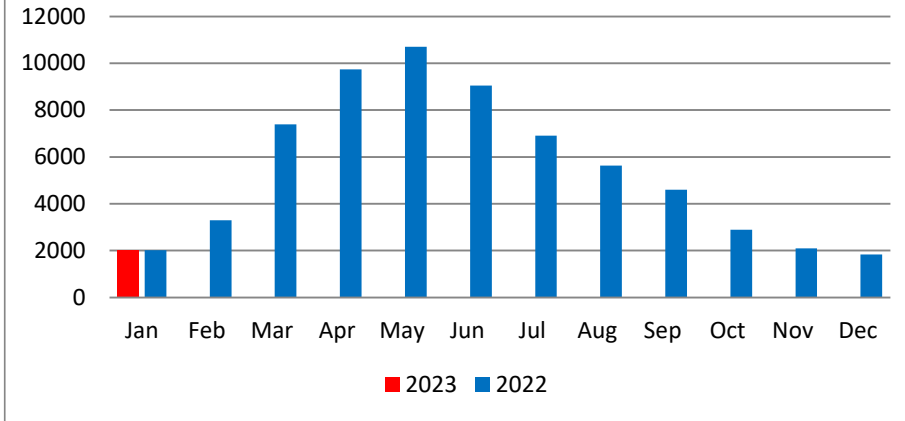


# CANADA NOW!

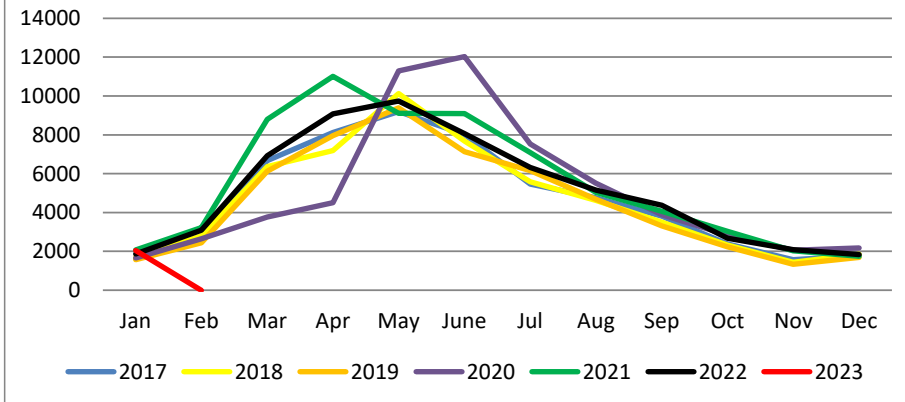
MOTORCYCLE AND MOPED INDUSTRY COUNCIL • CANADIAN OFF-HIGHWAY VEHICLE DISTRIBUTORS COUNCIL

## Motorcycles

### 2022 vs 2021 Motorcycle



### Total Motorcycle Monthly Sales



## RETAIL SALES ANALYSIS 2022 Jan. 2023



### 2023 Show Dates

Feb 17 - 19

Toronto, On

Feb 24 - 26

Montreal, Que

### MMIC / COHV AFFINITY PARTNERS



COHV CVHR MMIC CIME



## 2023 Show Tour

Mark your calendars



**Toronto**

February  
17-19, 2023

**Montreal**

February  
24-26, 2023

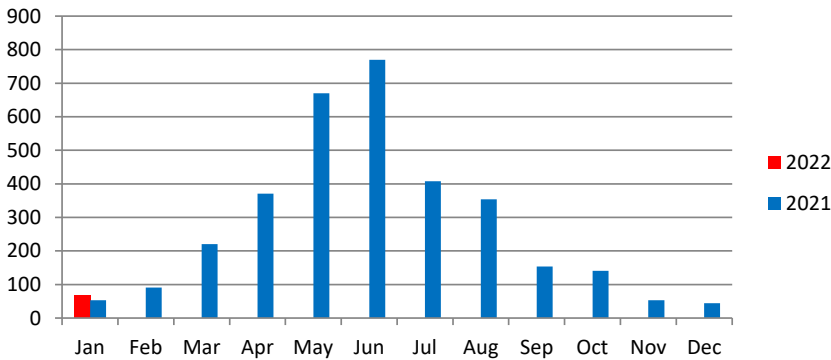
**MMIC Statistics Report**  
**Retail Motorcycle Sales Report**  
*For the Month of January 2023*

	Current Month	% of Volumes (CM)	Same Month LFY	% of Volumes (CM LY)	Unit Change	% Change	YTD	% of Volumes (YTD)	Prior YTD	% of Volumes (YTD LY)	Unit Change	% Change
British Columbia	470	23.05%	509	25.24%	-39	-7.66%	470	23.05%	509	25.24%	-39	-7.66%
Alberta	364	17.85%	337	16.71%	27	8.01%	364	17.85%	337	16.71%	27	8.01%
Saskatchewan	42	2.06%	46	2.28%	-4	-8.70%	42	2.06%	46	2.28%	-4	-8.70%
Manitoba	77	3.78%	65	3.22%	12	18.46%	77	3.78%	65	3.22%	12	18.46%
Ontario	532	26.09%	494	24.49%	38	7.69%	532	26.09%	494	24.49%	38	7.69%
Quebec	433	21.24%	446	22.11%	-13	-2.91%	433	21.24%	446	22.11%	-13	-2.91%
New Brunswick	42	2.06%	49	2.43%	-7	-14.29%	42	2.06%	49	2.43%	-7	-14.29%
Prince Edward Island	6	0.29%	4	0.20%	2	50.00%	6	0.29%	4	0.20%	2	50.00%
Nova Scotia	58	2.84%	51	2.53%	7	13.73%	58	2.84%	51	2.53%	7	13.73%
Newfoundland	14	0.69%	12	0.59%	2	16.67%	14	0.69%	12	0.59%	2	16.67%
Nunavut	0	0.00%	1	0.05%	-1	-100.00%	0	0.00%	1	0.05%	-1	-100.00%
Northwest Territories	0	0.00%	1	0.05%	-1	-100.00%	0	0.00%	1	0.05%	-1	-100.00%
Yukon	1	0.05%	2	0.10%	-1	-50.00%	1	0.05%	2	0.10%	-1	-50.00%
<b>Provinces TOTAL</b>	<b>2,039</b>	<b>100.00%</b>	<b>2,017</b>	<b>100.00%</b>	<b>22</b>	<b>1.09%</b>	<b>2,039</b>	<b>100.00%</b>	<b>2,017</b>	<b>100.00%</b>	<b>22</b>	<b>1.09%</b>

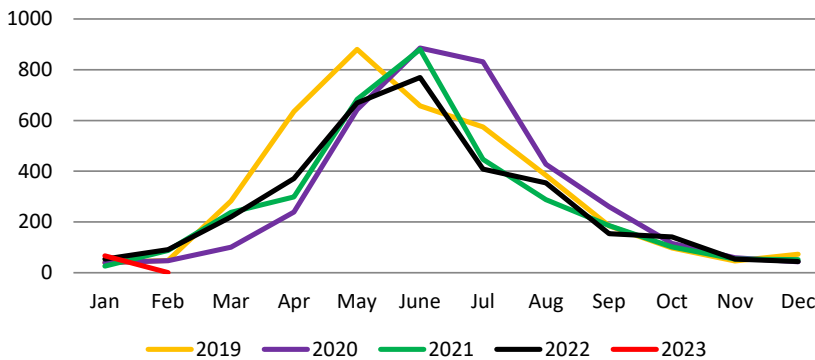
# CANADA NOW!

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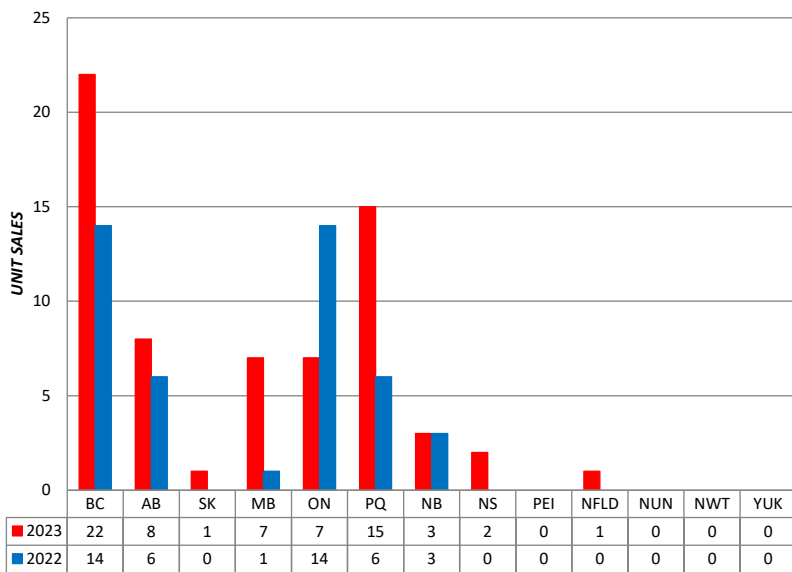
**Scooters 2023 vs 2022**



**Scooter Monthly Sales**



**Scooter Sales by Province Jan. 2023**



**RETAIL SALES ANALYSIS**  
**2023 Jan. Edition**



**2023 Show Dates**

**Feb 17 - 19**  
**Toronto, On**

**Feb 24 - 26**  
**Montreal, Que**

**MMIC / COHV AFFINITY PARTNERS**



COHV CVHR MMIC CIME



**Retail Scooter Sales Report  
For the Month of January 2023**

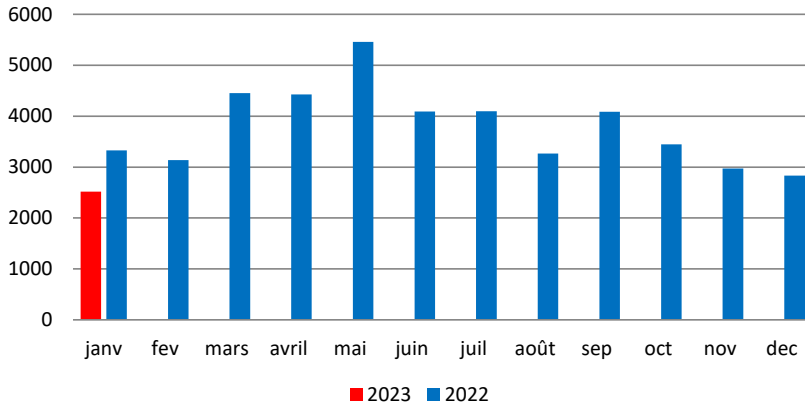
**By Province**

	Current Month	% of Volume	Same Month LFY	% of Volume	Unit Change	% Change	YTD	% of Volume	Prior YTD	% of Volume	Unit Change	% Change
British Columbia	22	33.33%	18	33.96%	4	22.22%	22	33.33%	18	33.96%	4	22.22%
Alberta	8	12.12%	9	16.98%	-1	-11.11%	8	12.12%	9	16.98%	-1	-11.11%
Saskatchewan	1	1.52%	1	1.89%	0	0.00%	1	1.52%	1	1.89%	0	0.00%
Manitoba	7	10.61%	1	1.89%	6	600.00%	7	10.61%	1	1.89%	6	600.00%
Ontario	7	10.61%	1	1.89%	6	600.00%	7	10.61%	1	1.89%	6	600.00%
Quebec	15	22.73%	16	30.19%	-1	-6.25%	15	22.73%	16	30.19%	-1	-6.25%
New Brunswick	3	4.55%	4	7.55%	-1	-25.00%	3	4.55%	4	7.55%	-1	-25.00%
Prince Edward Island	0	0.00%	0	0.00%	0 / 0		0	0.00%	0	0.00%	0 / 0	
Nova Scotia	2	3.03%	2	3.77%	0	0.00%	2	3.03%	2	3.77%	0	0.00%
Newfoundland	1	1.52%	1	1.89%	0	0	1	1.52%	1	1.89%	0	0.00%
Nunavut	0	0.00%	0	0.00%	0 / 0		0	0.00%	0	0.00%	0 / 0	
Northwest Territories	0	0.00%	0	0.00%	0 / 0		0	0.00%	0	0.00%	0 / 0	
Yukon	0	0.00%	0	0.00%	0 / 0		0	0.00%	0	0.00%	0 / 0	

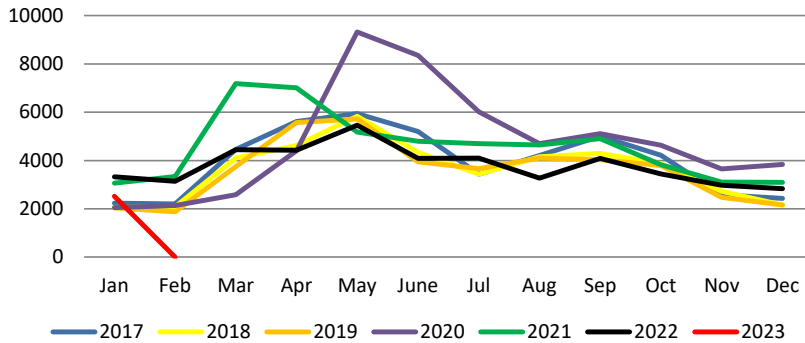
# CANADA NOW!

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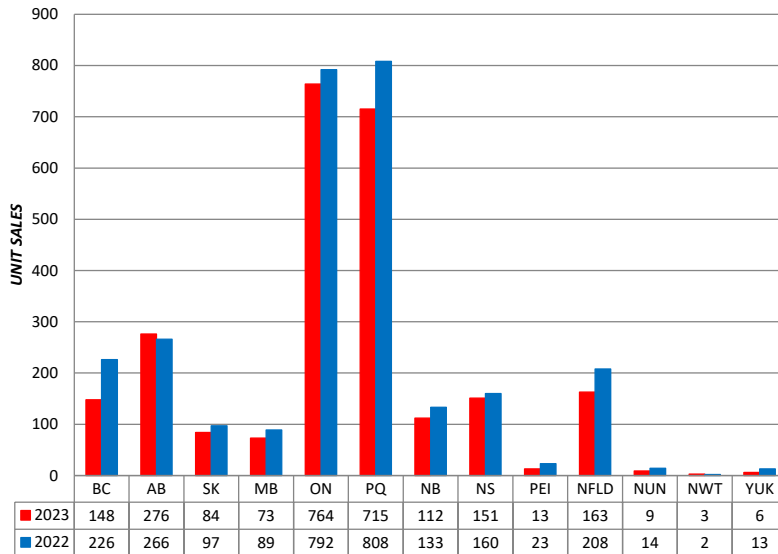
**ATV Sales 2023 VS 2022**



**ATV Sales by Year**



**ATV Sales by Province Jan. 2023**



**RETAIL SALES ANALYSIS**  
**2023 Jan. Edition**



**2023 Show Dates**

**Feb 17 - 19**

**Toronto, On**

**Feb 24 - 26**

**Montreal, Que**

**MMIC / COHV AFFINITY PARTNERS**



COHV CVHR MMIC CMC



**COHV Statistics Report**  
**Retail OHV Sales Report**  
*For the Month of January 2023*

	Current Month	% of Volume	Same Month LFY	% of Volume	Unit Change	% Change	YTD	% of Volume	Prior YTD	% of Volume	Unit Change	% Change
British Columbia	148	5.88%	247	7.42%	-99	-40.08%	148	5.88%	247	7.42%	-99	-40.08%
Alberta	276	10.97%	237	7.12%	39	16.46%	276	10.97%	237	7.12%	39	16.46%
Saskatchewan	84	3.34%	101	3.03%	-17	-16.83%	84	3.34%	101	3.03%	-17	-16.83%
Manitoba	73	2.90%	95	2.85%	-22	-23.16%	73	2.90%	95	2.85%	-22	-23.16%
Ontario	764	30.35%	1,138	34.18%	-374	-32.86%	764	30.35%	1,138	34.18%	-374	-32.86%
Quebec	715	28.41%	948	28.48%	-233	-24.58%	715	28.41%	948	28.48%	-233	-24.58%
New Brunswick	112	4.45%	132	3.97%	-20	-15.15%	112	4.45%	132	3.97%	-20	-15.15%
Prince Edward Island	13	0.52%	36	1.08%	-23	-63.89%	13	0.52%	36	1.08%	-23	-63.89%
Nova Scotia	151	6.00%	172	5.17%	-21	-12.21%	151	6.00%	172	5.17%	-21	-12.21%
Newfoundland	163	6.48%	193	5.80%	-30	-15.54%	163	6.48%	193	5.80%	-30	-15.54%
Northwest Territories	3	0.12%	9	0.27%	-6	-66.67%	3	0.12%	9	0.27%	-6	-66.67%
Yukon Territory	6	0.24%	7	0.21%	-1	-14.29%	6	0.24%	7	0.21%	-1	-14.29%
Nunavut	9	0.36%	14	0.42%	-5	-35.71%	9	0.36%	14	0.42%	-5	-35.71%
<b>Province TOTAL</b>	<b>2,517</b>	<b>100.00%</b>	<b>3,329</b>	<b>100.00%</b>	<b>-812</b>	<b>-24.39%</b>	<b>2,517</b>	<b>100.00%</b>	<b>3,329</b>	<b>100.00%</b>	<b>-812</b>	<b>-24.39%</b>

## RISK INSIGHTS

# ELECTRICAL SOURCE VEHICLE FIRES AT SERVICE CENTRES AND REPAIR SHOPS



**Some common ignition sources for fires can occur when vehicles and equipment experience electrical malfunctions at service centres and repair shops. Highway motor vehicles, marine vehicles, recreational vehicles and equipment all contain various electrical components, such as batteries, cables and wiring, power generators and electronic control units. In a matter of minutes, your property could be engulfed in a fire as the flames from a vehicle encounter other highly combustible material as a result of ignition from an electrical source.**

Real life scenario: A customer brings in a vehicle—with no immediate visible issues—to a repair shop. Later, the vehicle catches on fire and the fire extends throughout the building causing property damage. After a thorough investigation, it is discovered the cause of the fire was electrical in nature, due to the battery cable from a charger being left on all night. Charging electrical systems can build up heat, especially if damaged or if safety components like fuses fail. This heat build-up can cause components to melt and eventually ignite combustible material or even cause explosions.

Take the proper precautions to protect your business and to prevent life-threatening injuries. Develop written handling procedures of vehicles for your employees and enforce regular inspections on all vehicles and equipment on your property. Only qualified personnel should be entrusted to disconnect batteries or make other alterations to the vehicle systems.

### Disconnecting the power supply

A good risk management practice is to disconnect batteries from vehicles as soon as they're brought into a building. This is especially important for vehicles or equipment that are being serviced due to electrical issues. Disconnecting from a power supply and removing batteries also helps prevent battery drainage. Furthermore, a notification system should be established to indicate the vehicle has been made safe by disconnecting the battery. A red tie or even a sign indicating "Battery Disconnected" should be placed in a visible location on the outside of the vehicle. Most damaged vehicles towed in from accident sites should already have the battery disconnected, however, it is still your responsibility to ensure this has been done properly.

For your personal equipment, such as trucks or other motorized equipment, consider installing permanent devices called battery cut-off switches. When the unit is inside a building for repairs or storage, the battery power supply can be disconnected preventing an electrical fire.

Battery cut-off switches disconnect a battery's power supply quickly and easily. After installing a battery cut-off switch on the negative post, the battery cable is then attached to the cut-off switch. A mechanism on the cut-off switch tightens and loosens the battery cable which disconnects or engages the power supply from the battery. Cut-off switches are also an effective loss prevention tool for deterring theft of vehicles and equipment. The mechanism on many cut-off switches can be completely removed or locked, making it impossible to start a vehicle or equipment. Some new equipment comes with a factory installed cut-off switch.

### Battery safety

Short circuits, overcharging and other battery/charger malfunctions can produce heat buildup, which may lead to fires, explosions and ultimately, loss of property. Only qualified personnel should be working on the electrical system and battery of any vehicle. When working with batteries, enforce the mandatory use of personal protective equipment (PPE) because batteries contain toxic fumes and acid that can cause lung damage, blindness and burning or scarring of the skin.

### Installing and removing batteries

- Shut down all related electrical loads prior to performing battery maintenance.
- Always disconnect the negative (black) terminal connector before connecting or removing the positive (red) terminal connector. This prevents an electrical arc from occurring should a wrench touch a grounded surface.

## Charging batteries

- Never charge batteries during non-business hours as no one is there to monitor the process and react if something goes wrong.
- When charging batteries during business hours, remember to first connect the charger connectors to the battery and ensure the charging circuit isn't energized.
- Follow the charger's operating instructions and make sure the connections are to the correct polarity—positive (red) to positive (red) and negative (black) to negative (black). Once the connections are made, turn the charger on.
- Unplug the charger at the end of the workday or when it cannot be supervised.
- Unattended and unobserved charged electrical systems, such as those found in a vehicle, can constitute a significant hazard if there is an unknown damage or malfunction. Disconnecting the power source from the potential ignition point will reduce the hazard significantly—as well as eliminate the possible drain on the battery.
- Never leave a charged or charging battery unattended overnight in a vehicle stored within the building.

## Maintenance procedures

- Before performing maintenance, repairs or tightening of terminal connections, ventilate the battery compartment as batteries vent hydrogen gas, which can accumulate around the battery compartment.
- Ensure there are no possible malfunctions or damage to the electrical system before reconnecting the battery and storing the vehicle outside.

The batteries and electric systems discussed above do not include specialized batteries, hybrid vehicles or fully electric vehicles. Work on such specialized batteries and vehicles requires specialized training and equipment with significantly different safety practices.

For more information on making your business safer, contact our Risk Services team at **1.833.692.4112** or visit [www.federated.ca](http://www.federated.ca).

