

# FLNA Fleet

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**PEPSICO**



# 7<sup>th</sup> Largest Fleet in North America...



Route Trucks 13,300



Medium Duty 3,400

Trailers 3,800

Tractors 1,100

# Corporate Vision: Become A Pre-eminent Green Company

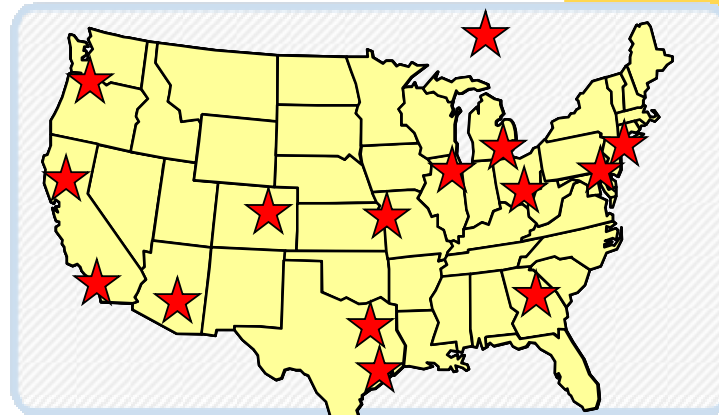


Most Fuel-Efficient Fleet in America through People, Process, & Technology...

# Electric Box Trucks...



- Largest All-Electric Commercial Fleet in North America with 280 Vehicles



**<75%**  
GHG/mi

**<89%**  
\$/mi

# How did we accomplish this with Ev's?

## Commit the resources



## Understand who is impacted

- Sell your technicians on change
- Get drivers to advocate for the change
- Explore other environmental initiatives
- Market the message and product
- Find world class partners to develop solutions

## Balance expectations

- Understand capability of vehicles
- Maturity of support network
- Leverage other fleet lessons (shamelessly steal ideas whenever possible)
- Scorecard performance



## Eliminate excuses

- Remove barriers to utilization
- Ensure regulatory compliance at local level
- Demonstrate capability
- Institute accountability for baseline performance
- Celebrate success

# Natural Gas Tractors...



CNG Tractors Save the Company over 5 Million Gallons of Diesel Fuel Annually



Reduces greenhouse emissions by **23%** when compared against diesel

# Why CNG...



## Domestic



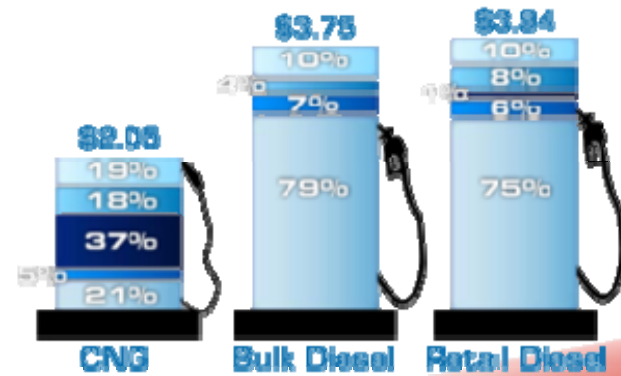
## Cleaner



## Abundant



## Low Cost



# Keys to Success for implementing NGV's?

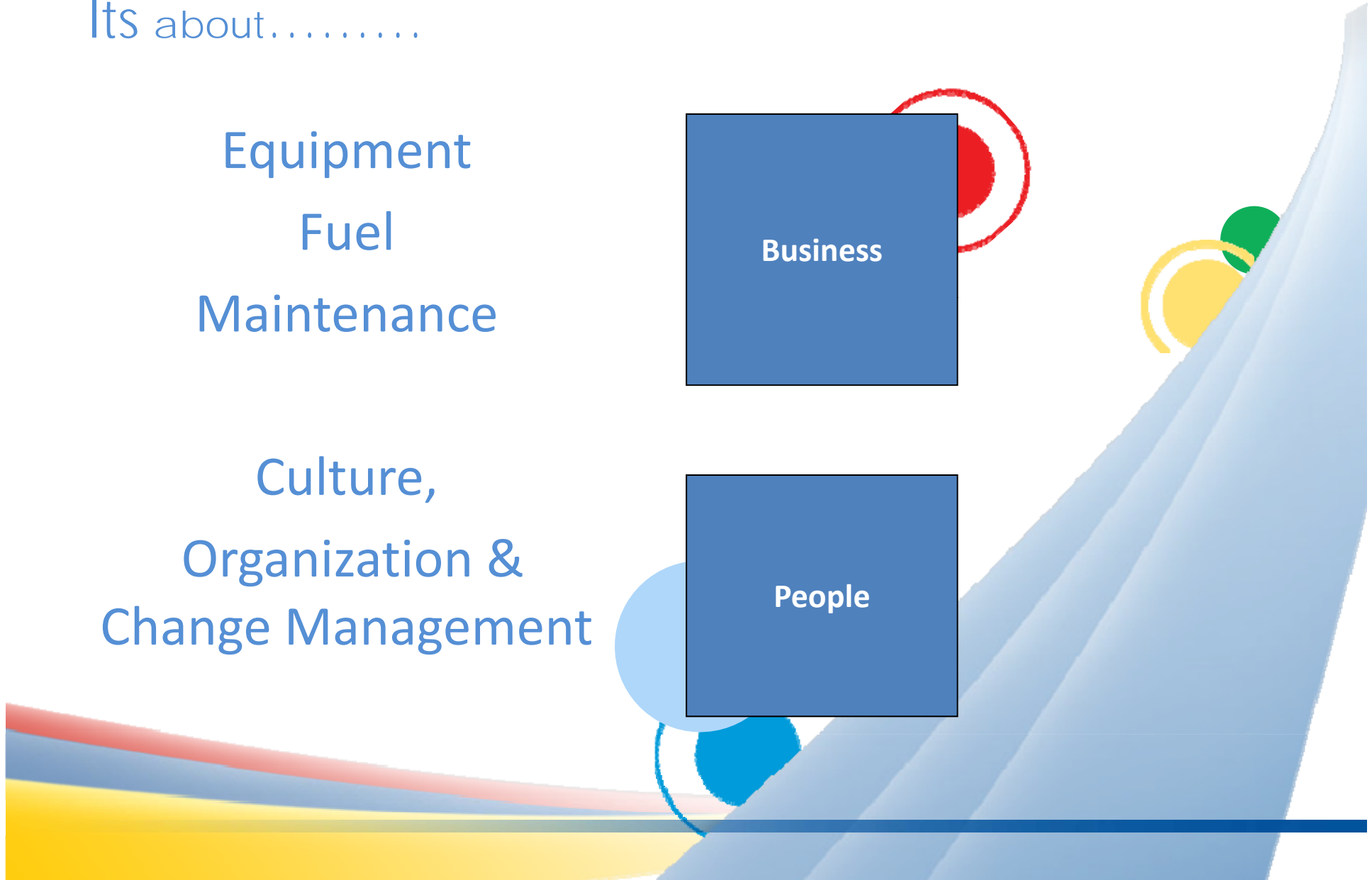
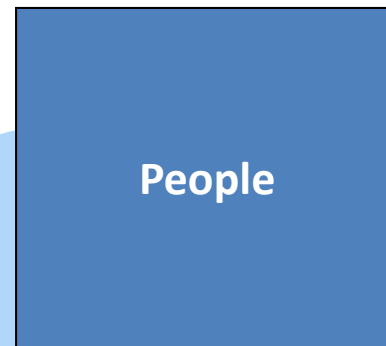


Its about.....

Equipment  
Fuel  
Maintenance



Culture,  
Organization &  
Change Management





# Business - Keys to success



- **Equipment**

- Tractor specs
- Engines
- Fuel and Range Capability



- Future – Optimize Aero/MPG



- **Fuel - The 5 P's:**

- **P**ublic Access
- **P**roximity
- **P**ricing
- **P**erformance
- **P**avement - room to maneuver
- + Fuel quality – moisture & oil



- **Maintenance & Garage conversion**

- Reliability and vendor support
- PM's and maintenance cost and frequency compared to diesel
- Capex

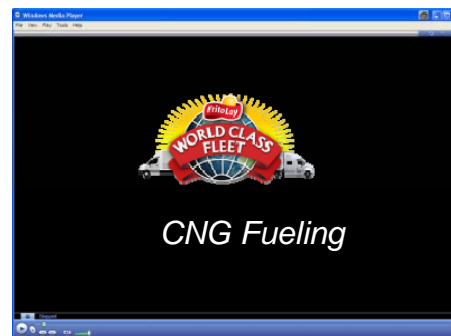


# How to Manage the Change - People



- Engage drivers & technicians
- National Ops Meeting – Mgrs./Leaders
- Sign Boards
- National Calls – weekly, monthly
  
- Training: leveraged OEs and NGVI
- Site Prep – checklist/countdown readiness
- Dedicated national program leader

*Over-communication!*



**Fueling Process Training  
Safety Overview**



**Fuel Properties  
Truck Safety  
Tank Design & Testing**

# CNG – Has it worked?

## CNG – Anchor Tennant Stations



- 13 Anchor Tennant + 3 Retail Stations
- 5 year pricing contracts
- 40-50% cost savings over diesel
- Industry leaders in this approach

## CNG



- 333 tractors
- 40 million miles since 2012
- Saves over 5,000,000 gallons of diesel annually
- Eliminates over 13,000 metric tons of emissions annually

# Conclusion



- Market entry barriers, most of which will likely be resolved over time
- Technologies advancements continue
- Keys to success
  - Business: Equipment, Maintenance, Fuel
  - People: Engagement, Training
- **AFV's are a viable fleet option**



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