



# Driving Fleet Electrification: Frito-Lay



## PepsiCo's Commitment to a Sustainable Future

As part of the company's industry leading sustainability goals, PepsiCo aims to achieve net-zero emissions by 2040 and, by 2030, reduce its absolute greenhouse gas emissions by more than 40% – including a 75% reduction from direct operations.

Frito-Lay North America, the \$23 billion convenient foods division of PepsiCo, supported this effort by embarking on a last-mile delivery fleet electrification project for its 45-vehicle distribution center in Manteca, California. This site serves as a major distribution hub for the region and is Frito-Lay's fourth distribution center fleet to be electrified.

With more than 85,000 transportation assets across its operating companies, fleet electrification is a key strategy to achieve these targets and minimize environmental impact.

## Start With Your Essential Infrastructure Partner

Frito-Lay partnered with Pacific Gas and Electric Company (PG&E) Fleet Electrification Specialists and infrastructure project managers from the beginning of the project via the [EV Fleet Program](#) to support the design, installation, and construction of the Manteca project. Through the EV Fleet Program, Frito-Lay received financial incentives that helped reduce the overall project cost.

### Working with PG&E early in the project enabled Frito-Lay to:

- Understand how much energy would be needed for the project
- Secure additional funding for infrastructure and utility upgrades
- Reduce charging costs by enrolling in [PG&E's Business EV Rate](#), with potential savings of over \$19,000 per year for comparable operations

"At our Manteca, California, plant, we have **reduced our greenhouse gas emissions by 91% from direct fleet operations, and we look forward to scaling that as we add electric vehicles throughout the country.**"

**Dejan Antunovic**

*Electrification  
Program Manager*

PepsiCo



## Project Timeline:

2021

- Fleet electrification project initiated
- Analyzed current fleet operations including vehicle types, fuel consumption, and mileage data

2022

- Preliminary planning and contracting
- Collaborated with PG&E and infrastructure providers
- Developed procurement strategy, evaluate vehicle model suitable for operations
- Began construction
- Placed vehicle orders

2023

- Retrofitted existing Level 2 EV chargers to deploy an initial phase of 16 battery-electric vehicles
- Installed charging infrastructure
- Deployed charging stations and power upgrades
- Initial vehicles arrived, replacing a portion of the conventional fleet

**Manteca site was energized and went online in early August 2023**

### Vehicle selection and procurement:

Manteca was one of PepsiCo's nationwide pilot sites for the Ford E-Transit delivery van. The pilot roll-out provided the drivers and fleet managers with early training and allowed site managers to test interoperability with various charging providers ahead of full-scale implementation.

Frito-Lay ultimately partnered with Ford Pro and Peterbilt to deploy a total of (25) Ford E-Transit vans and (7) Peterbilt 220EVs, which currently run daily routes at the Manteca site.

### Charging infrastructure deployment:

Frito-Lay installed a network of charging stations including:

- **(30) 19.2 kW Level 2 Chargers**
- **(1) 120 kW DCFC Level 3 Charger**

Frito-Lay also retrofitted (16) existing Level 2 chargers in order to have the chargers ready and operable when vehicles arrived.

## Key Takeaways

### 1 Collaborate with Partners Early

Frito-Lay engaged with PG&E as well as vehicle OEMs, equipment manufacturers, and local permitting agencies to fully understand the necessary steps in their electrification timeline.

**Coordinating with electrification partners—including your local utility—as early as possible can ensure you right-size infrastructure and efficiently manage project costs from the start.**

### 2 Consider Your Locations

Frito-Lay electrified two sites just 20 miles from each other, but differing geography and weather at each location means the vehicles and infrastructure performance varies.

**Carefully assess the terrain and conditions of your specific sites and routes, which can impact range, charging, efficiency, and regenerative braking opportunities.**

### 3 Identify Optimal Routes

Before planning began, Frito-Lay first assessed routes at the site-level. At Manteca, 91% of daily routes were below 95 miles, meaning almost all vehicles could complete their duty-cycle on one charge.

**Electrifying sites with routes that are optimal for EVs can eliminate the need for off-site or en-route charging.**

### 4 Build in Time to Test

The Frito-Lay team started with one portable EV charger and a Ford E-Transit demo van which they deployed on a real route, allowing their team to collect driver feedback, experiment with routes, and assess charging methods.

**Build in ample time to thoroughly test and validate equipment and software, especially if working across multiple OEMs, to ensure interoperability before committing to site-wide implementation.**

### 5 Empower Drivers with Training

Frito-Lay partnered with their vehicle manufacturers to provide comprehensive training programs ensuring drivers were well-equipped to operate and charge vehicles.

**Connect with vehicle and equipment manufacturers as well as software providers to leverage employee training or maintenance programs they may offer.**

PG&E's **EV Fleet Program** has helped fleets like PepsiCo and its subsidiaries save money and simplify electrification by offering comprehensive infrastructure support, infrastructure incentives, and charger rebates.

**Prepare your fleet for electrification with the help of PG&E's EV Fleet program. [Visit: pge.com/evfleet](https://www.pge.com/evfleet)**

