



Greening Our Fleet



Given that a significant amount of carbon is used in transportation, a Green Strategy for the Pfizer fleet that is consistent with our [Climate Change Program](#) is crucial.

[Through innovative ideas and strong leadership](#), we are able to manage a fleet of more than 33,000 automobiles and 3,000 motorcycles in 82 countries in a way that is both environmentally

and economically beneficial. Most importantly, eco drivers are safer drivers, so our efforts to green the fleet are having a positive impact for colleagues and other drivers worldwide.

We realize that the most sustainable company vehicle is the one never driven so we continually rationalize vehicle need, review and adopt feasible transportation alternatives, and encourage company vehicle users to reduce vehicle miles traveled.

When a company vehicle is needed, a strong sales partnership that results in choosing the more appropriate vehicle and engine size has the greatest potential to immediately reduce Pfizer's fleet footprint. This involves considering the individual indirect offset (e.g., personal use, trunk size, etc.) with the fact that right-sizing vehicles has a collective ecologic and economic benefit.

Pfizer strives to optimize company vehicle options including reduced vehicle and engine sizes, and leverages more efficient drive training and alternative fuel technology where appropriate

such as flex fuel, hybrid and electric vehicles. We already have 4,400 flex fuel vehicles in use worldwide. Approximately 200 hybrids are being piloted in the U.S. and the entire Japanese fleet of 2,200 vehicles will be hybrid by 2011.

The fleet's green strategy is participatory, but it relies on the engagement of colleagues who use company vehicles to ensure success. As such, Pfizer continues to encourage improved fuel management and efficient driving behavior through "eco-driver" training and recognition programs. Trials in Europe, Japan and the U.S. are finding that drivers commonly improve their fuel economy 20% or better after deploying a handful of [eco-driving techniques](#) that also improve safety. Among them: Driving more slowly on highways, shifting gears earlier in cities and shutting off the engine rather than idling at long stops.

Approximately 20% of Pfizer drivers are in cities with reliable transportation alternatives to private cars, and we're committed to managing mobility using public transportation and other means when and where possible. For example, India and China have added several thousand sales force colleagues who currently do not have vehicles. Though this potentially limits personal vehicle use and access to storage, the benefits are reduced cost, improved productivity and lower CO₂.

Every day Pfizer takes steps to increase fleet safety, with a reduced carbon footprint as an added benefit. With more than \$30 million in reduced spending, a significant 9% reduction in collisions per million kilometers driven and a 15% reduction in total CO₂ emissions (a 6% reduction per vehicle) in the last two years, Pfizer's fleet is truly green.