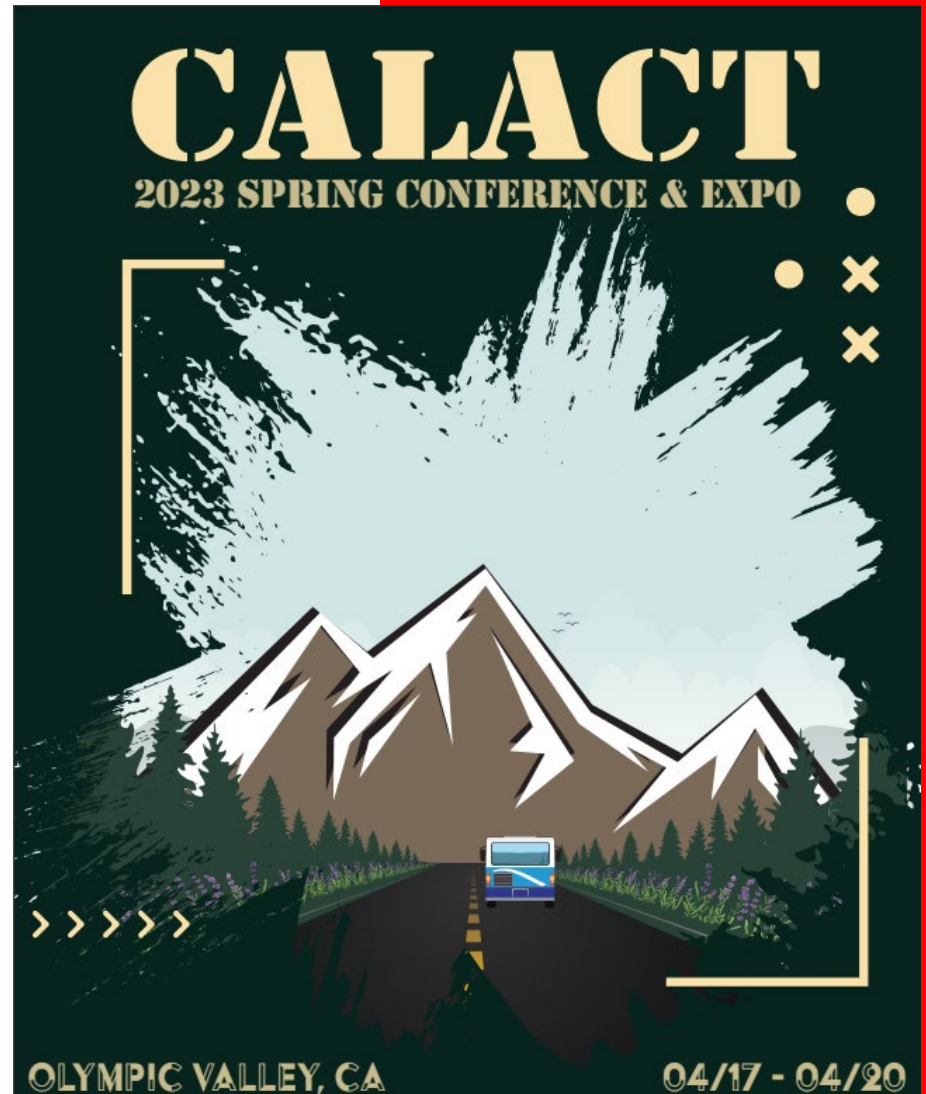


The Road is Wide Open: Inspiring Tales of Career Development

WC Pihl, SVP of Business Development
Transdev



W.C. Pihl, SVP of Business Development



- **31 years of experience**
 - 15 Years Operations
 - 17 Years Business Development
- **CalACT Member and Conference Committee for 15 years**
- **One of those “stories” where it all started from the front lines...and proud to be here today!**

Statistics 103 (business) Changed my Life



- **I'm going to UC Davis to be a vet!**
- ***(Takes Organic Chemistry O-CHEM - and fails)***
- **I'm going to study business!**
- ***Takes Statistics 103. Has to take it again for summer school***
- **Meet Claudia Campos – BTW at Unitrans**
- ***Life on a new path (although I don't know it yet...)***

Starving College Student = Need \$



- **UC Davis Student**
 - Working to pay for school
 - Bagging groceries
 - Bussing tables
 - Applying to work at coffee house
- **\$4.25 – 5.25 per hour!**
- **Applied to make burritos in coffee house for \$5.50, but like all others – part time...**
- **WHAT? I can make \$6.35 to drive a bus, and I can get ALL the hours I want?**

Where do I sign up?



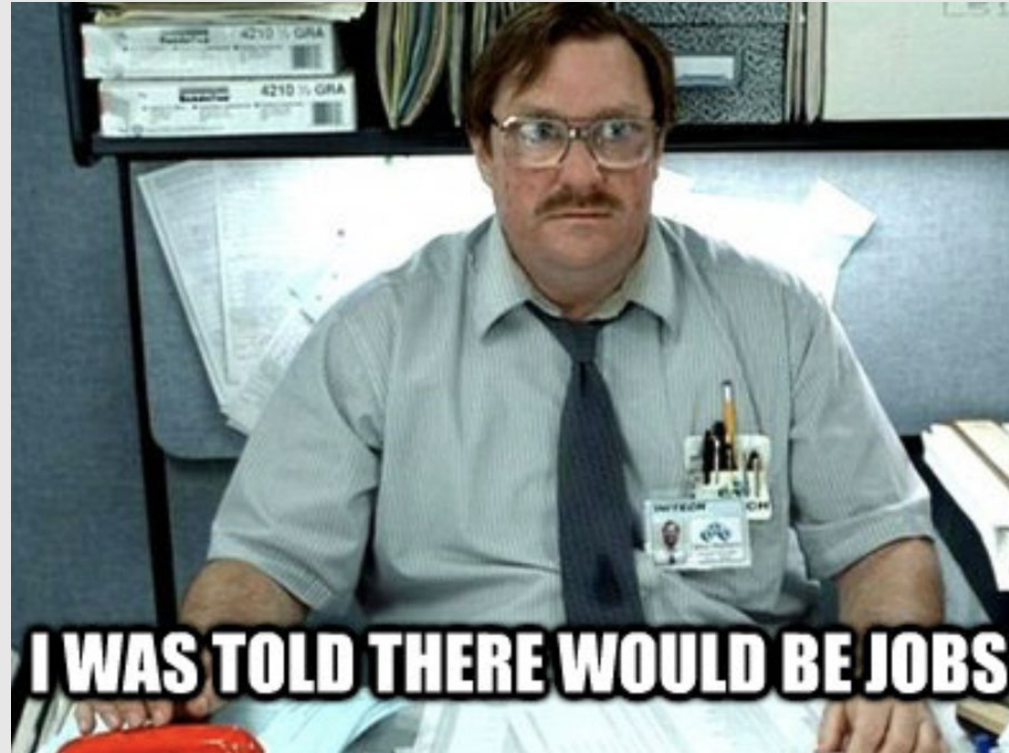
But wait...there's more

- **Not only was it the highest paying job on campus, but in addition to driving you can sign up to:**
 - Wash Buses
 - Be a conductor
 - Drive early employee shuttle
 - Dispatch
 - Road Supervise
 - Behind the Wheel Train
 - Ad Sales Rep
 - Human Resources Manager
 - Operations Manager
- **Shifts were 2.5 hours in opening and closing hours, and 1 hour long while classes were in session. Plus weekends available!**



I have graduated – on to my REAL job...

- Bachelor's in Agricultural and Managerial Economics (Business)
- Minor in Rhetoric and Communications (Public Speaking)
- Off to Seattle to do advertising for a media firm...?
- *(Phone rings...)*
- Laidlaw will pay you \$3K more per year...

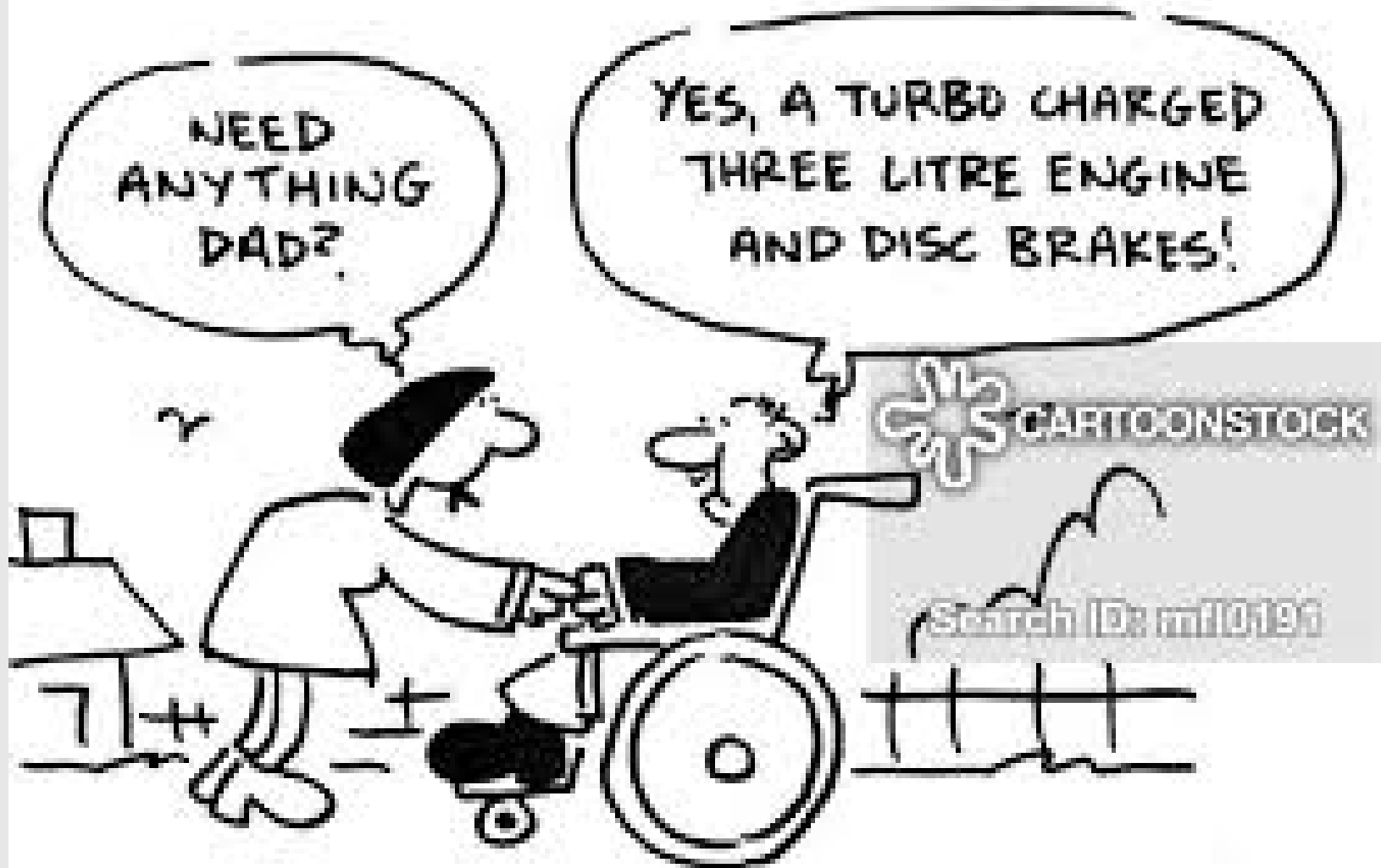


Welcome to Laidlaw!



- **Manager in Training Program**
 - Meet and mentored by Dave Smith and Terry Bassett
 - Yolobus Operations Manager
 - Yolobus General Manager
 - Tri Delta Transit General Manager...
 - Many more mentors I am grateful for
- **Working to pay OFF school, getting married...**
- **Still in the Bus Biz!**
- **But it makes sense...blending the experience and the education...**
 - SF Muni Paratransit GM
 - Orlando LYNX GM
 - Business Development ever since

We provide mobility for everyone!



There is so much to what we do!

- **We as an industry need to reconnect with the new generations.**
- **Before you today, and in this room are executives in our industry – who started out as drivers, mechanics, and bus washers.**
- **Driving and Maintenance are totally important and an honorable profession.**
- **But if that is not exciting to one person – what about other areas in our industry – all of which someone somewhere is actually studying to do without realizing it...**

- Management
- Operations
- Safety
- Security
- Training
- Maintenance
- Accounting
- Finance
- Purchasing
- Planning
- Administration
- Project Management
- HR
- Legal
- IT
- And one billion dollars...in funding...that we need people for



Why do we do this?

- Who did NOT plan to end up in the transportation business? (Show of hands!)
- **But we all stay!**
- What we do makes a difference
- We are (mostly) recession proof
- We serve a true need and better our communities
- We are saving the planet
- We are part of the pulse of every city and town
- We connect the places we live
- We are an economic driver
- We stimulate job growth
- And we have FUN doing what we do
- **Why else would we stay?**

What Do Future Team Members Want?

Tune into WIIFM – their favorite radio station!

“What’s In It For Me?”



The opportunities are endless!



Paid Internships



Hey, Unitrans — get your **career in motion!**

You can continue working for a company that is committed to your success— **Transdev is hiring summer and year-long paid interns at \$22 per hour.**

Transdev has more than 200 locations across the US, several of which are within driving distance of UC Davis. We are looking for our next generation of company leadership!

We have opportunities in:

- > Management
- > Operations
- > Safety
- > Training
- > Maintenance
- > Accounting
- > Administration
- > HR
- > Legal
- > IT

Interested?

Email National Talent Director, Tia Purnell at: tia.purnell@transdev.com
Include your resume, and a short letter about where you live and what you hope to gain from this experience.

Questions about what's it like to work at Transdev from a Unitrans Alum?
Email SVP of Business Development, W.C. Pihl at: wc.pihl@transdev.com
who started his 31 year transit career as a Unitrans Driver.



Thank you!

Call: 707-803-2954

Email: wc.pihl@transdev.com

