

Introduction Ton Barten

Secure TPA operator

ITP WORKSHOP, PRIEN AM CHIEMSEE, 25-26 MARCH 2015

Ton Barten



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- Founder and co-owner All4Trucks
- Full service truck stop near Calais
 - Operational may 2009, 310 spaces



- Vice President ESPORG
- European Secure truckPark OrganiSation
 - 38 secure TPA's through Europe
 - Secure TPA is key business for members

Operate 3 secure TPA's in Rotterdam harbour
(nov. 2015)



Consultant to port of Rotterdam in
development of Maasvlakte Plaza (350 spaces)

► ITP Workshop, Prien am Chiemsee, 25-26 March 2015

Secure TPA's, rough economics

- ▶ Business model secure TPA;
 - ▶ Provide parking spaces
 - ▶ Provide security
 - ▶ Provide comfort
- ▶ Cost of secure parking space for trucks € 10.000 - € 20.000 investment, annual operational cost apr. € 2.500
 - ▶ Cost of land and level of security have great impact
- ▶ Average fee ESPORG members: € 22,94 over night stay and € 43,22 weekend break

Secure TPA's, background

- ▶ Cost implications for using secure TPA's resulting in low occupation rate
 - ▶ Competing with free parking along motorways, industrial and urban areas
 - ▶ Providing security and comfort to long haul drivers seen as public task by transport industry since significant taxes, levies and duties are paid by transport companies for using infrastructure
 - ▶ Level playing field of great importance to allow development of industry
 - ▶ Industry will be significantly hampered by increased ITP cost!
 - ▶ Burden of providing data
 - ▶ No room for sharing margin with data providers
 - ▶ Hesitant to share customer base with third parties (considered a key business asset, with high investments)
- ▶ ITP Workshop, Prien am Chiemsee, 25-26 March 2015

Secure TPA's, challenges

- ▶ Mature market and industry is pre requisite
- ▶ How to park trucks containing dangerous goods
 - ▶ Free / uncontrolled on public parkings
 - ▶ High investments / (over) regulated on private TPA's
- ▶ TPA infrastructure as a mean to increase traffic flow especially near start/end point of journey
- ▶ TPA with increased functionality in logistical area
 - ▶ Buffering, customs, administration, idle time