Lionel Leullier

POSITION: Concessions development division – Head of Logistics Development

ORGANISATION: SANEF

LABEL ACTIVITY: Member of the Advisory Board

Mr Leullier has been working for motorways companies for 15 years, and since 2008 for SANEF (one of the main motorway company in Europe : 1743 km and part of Abertis group). In 2005, he developed a concept of secure truck parks network in France, but because the financial returns of the 2 first sites weren't so good, stopped this development. He worked as a founding member in the SETPOS project from the very first hours: since the SETPOS call for tender in June 2006, and had built one of the pilot sites of SETPOS .

Currently he is working for SANEF (Abertis group) and is piloting the SANEF secure Truck Park (156 spaces) of Vémars near Paris on the E15-A1 motorway. SANEF has also a new project near COMPIEGNE (200 spaces. Mr Leullier is also working for "FESTAS" the new Federation of European Secure Truck Areas and Services to build a real network over EU. In the LABEL project, as a member of the Advisory Board, he is bringing his know-how on these subjects to the project.

Lionel LEULLIER will be presenting the following at the conference:

Viewpoint of PPP Operator/ Motorway Concession Operator

The objective of this presentation is to come back briefly on the experiments of secure truck parking areas in France since 2005 and two Spanish sites. The analysis of the first figures is important to have a better understanding of how the market reacts to this new offer. Where are the difficulties, what are the mistakes (what not to do), what are the benefits of such projects for all the actors?

Truck parking areas are required on the TEN T corridors and their socio-economic balances are positive (security, safety…). With a little boost from the public sector, secure truck parks could become a business opportunity for private companies and a new market.

A Public Private Partnership to develop a European network of secure truck parks could be a solution.