



APSE National Transport Seminar

22nd July 2014



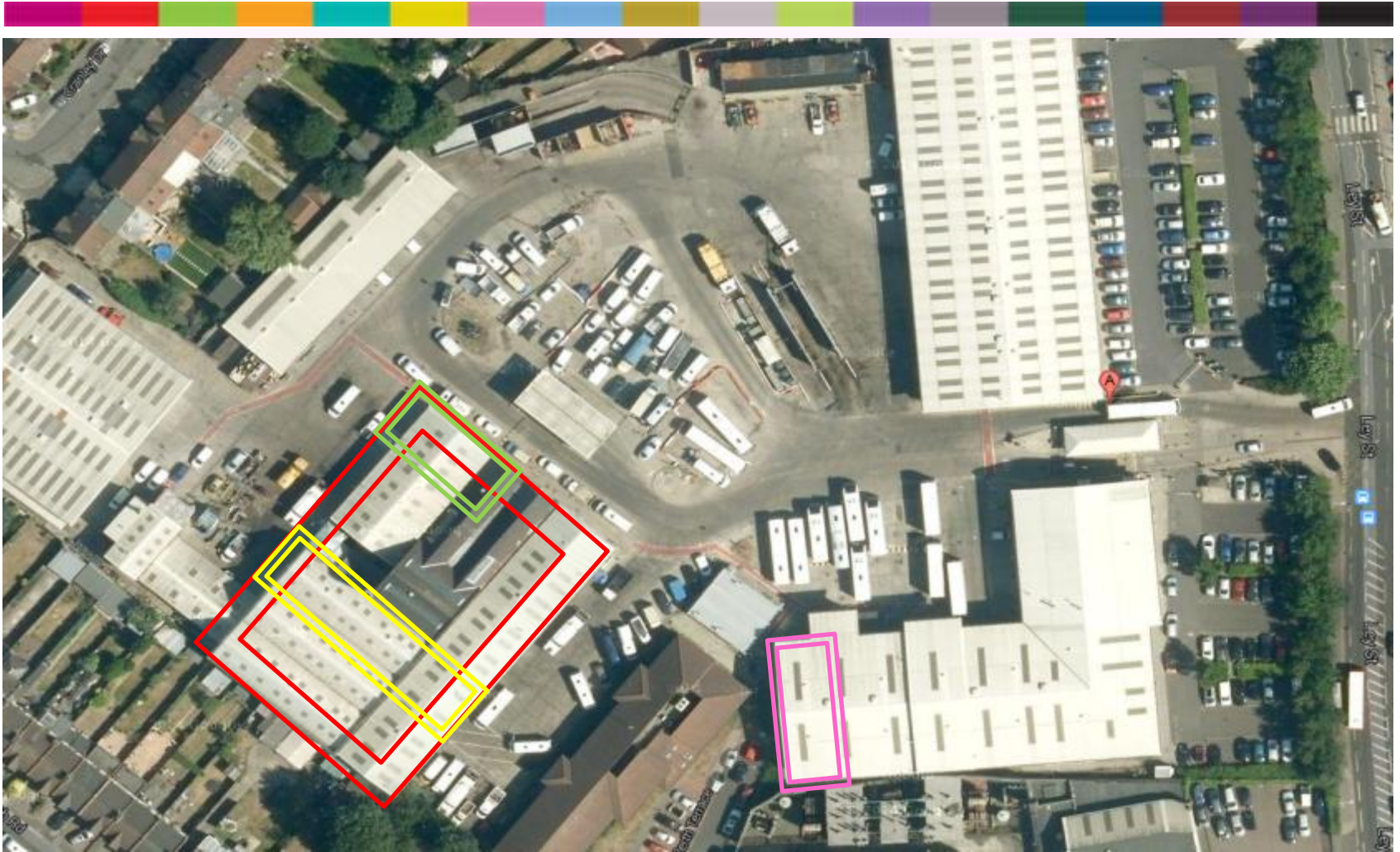
Setting up and Operating an Authorised Testing Facility

Eddie Cross, Head of Transport Engineering Services



Transport Services- Turning over £11.4 million pa our approach

- The workshop - how we expanded into ATF for larger vehicles, IVA, Ford Authorised Repairer, breakdown and recovery and increased our customer base
- Passenger Transport - how we expanded into vehicle hire and driver training and increased our customer base
- Becoming an increasingly commercial workshop and passenger transport trading team



Workshop



Authorised Repairer



16 irtec technicians
10 Michelin 'Licenced to Fit'
4 apprentices
Fabrication shop
Bodyshop



Ford Authorised Repairer
Kenson Contractors
Johnston Sweepers
Grounds Equipment

**Association of Public
Service Excellence
(APSE) Apprentice of
the Year**

2013

Steven Larkin

Apprentice of the Year





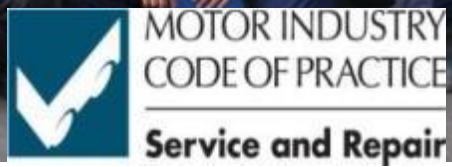
**IRTE Workshop
accreditation**



Authorised Repairer



Accredited Operator



Passenger Services

Predominantly SEN Transport

Mobility Service 07:00 – 24:00 365/7

266 Passenger routes 30,000 movements per month

Chauffeuring, ASBO, Clinical Waste, Confidential Waste,

Hospital Contracts, Other Council Contracts



Driver Training

DCPC

First Aid on the Road
Role of the Driver PCV
Role of The Driver LGV
Health of The Driver, General Wellbeing
Safe City Driving
Greener City Driving
Knowledge of Driver Hours, Rules and Regulations
Operations Passenger Transport
Safe Urban Driving (Cycle Awareness)

Midas
PATS
Unwin Safety
Systems





IMI Awards

irtec HGV & PCV Inspection Technician
irtec HGV & PCV Advanced Technician
Automotive Refrigerant Handling





VOSA

MoT Testing classes IV, V, & VII

13 MoT Testers

Authorised Testing Facility (ATF)

Tachograph Calibration Centre

Individual Vehicle Approval (IVA) Testing

The ATF Story 2011

The 'Bad Times' – head lamp failures etc etc

We already had this lane authorised as Class V

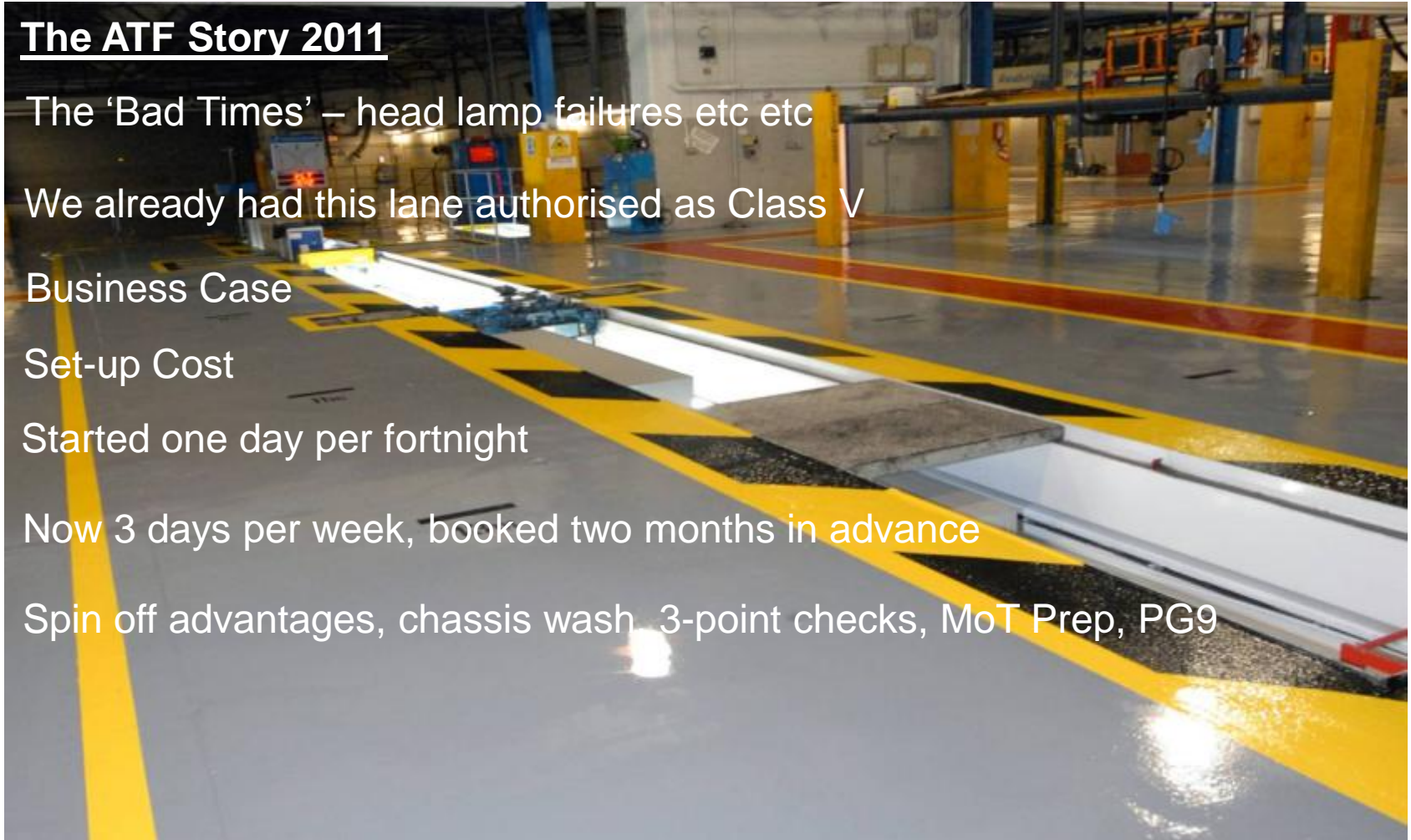
Business Case

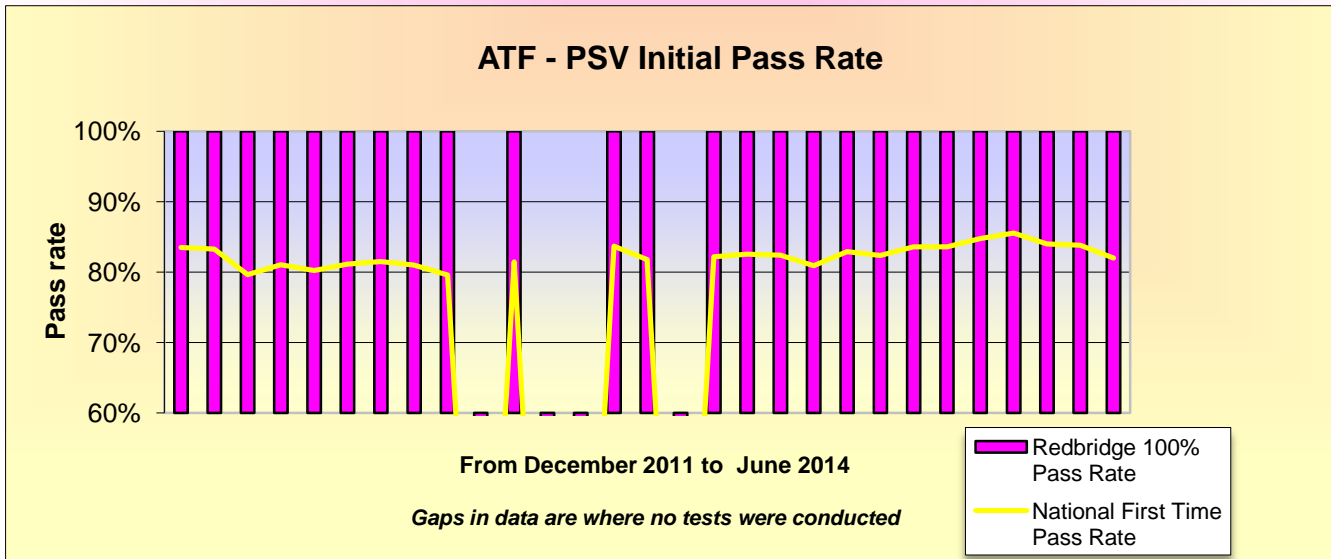
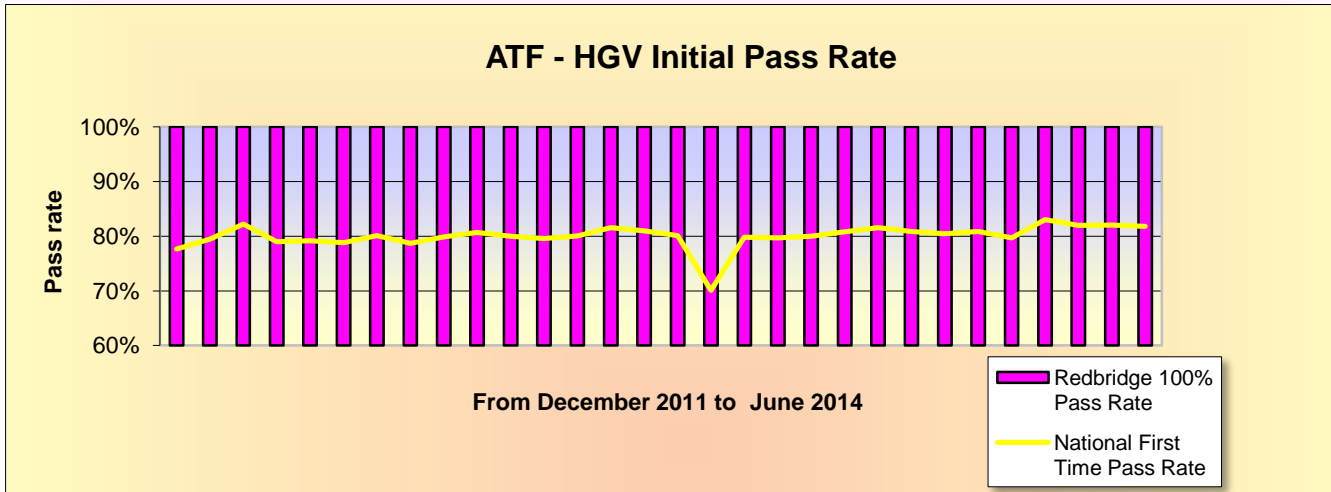
Set-up Cost

Started one day per fortnight

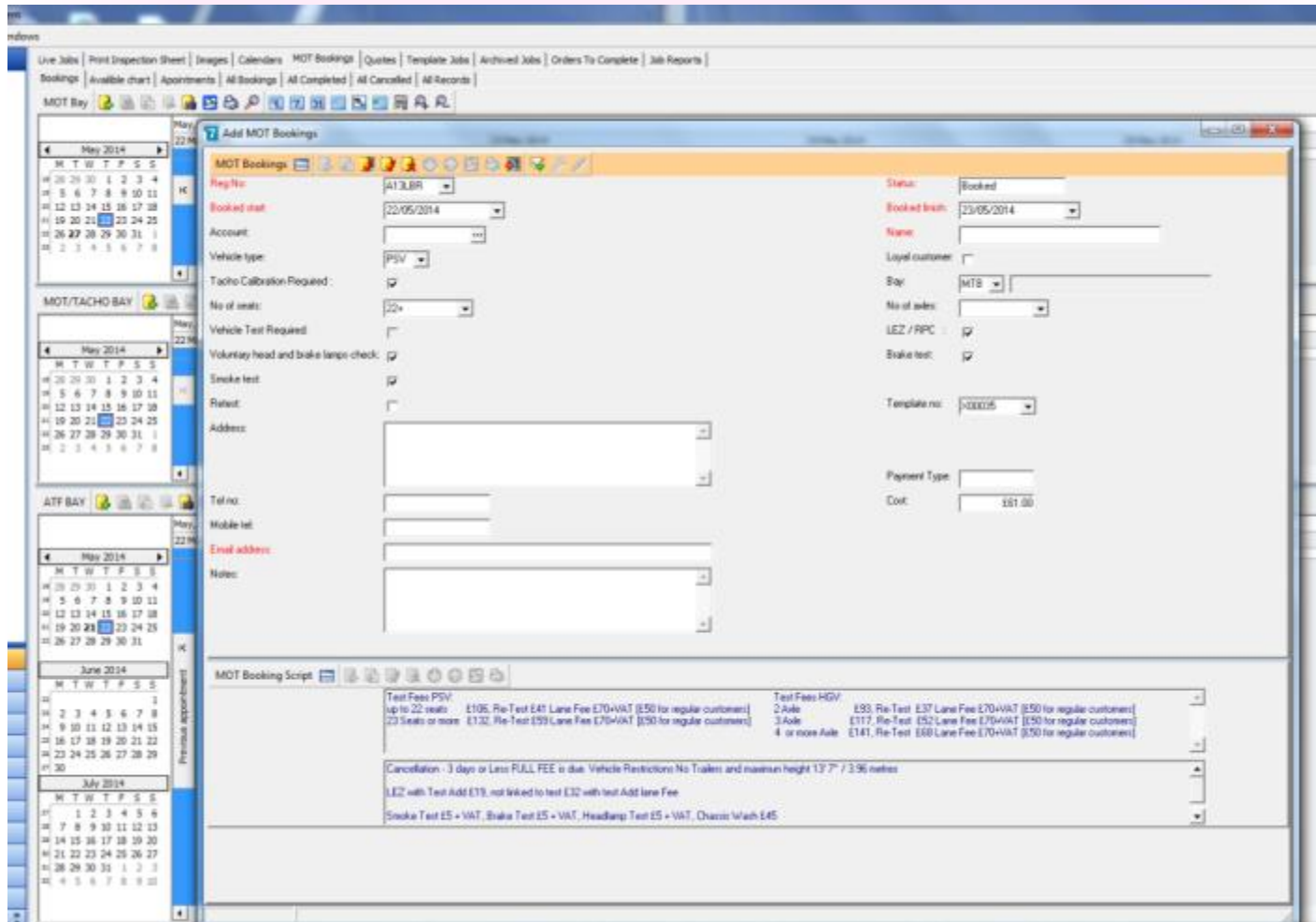
Now 3 days per week, booked two months in advance

Spin off advantages, chassis wash, 3-point checks, MoT Prep, PG9





Tranman ATF Calendar Screen



The screenshot displays the 'Add MOT Bookings' window in a software application. The interface includes a navigation menu at the top with options like 'Live Jobs', 'Print Inspection Sheet', 'Images', 'Calendars', 'MOT Bookings', 'Quotes', 'Template Jobs', 'Archived Jobs', 'Orders To Complete', and 'Job Reports'. Below the menu is a toolbar with various icons. The main window is divided into several sections:

- Left Panel:** Contains three calendar views for May 2014, May 2014, and June 2014, each with a 'Premium appointments' list on the right.
- Form Fields:**
 - Reg No:** A13LBR
 - Booked start:** 22/05/2014
 - Account:** [Empty]
 - Vehicle type:** PSV
 - Tacho Calibration Required:**
 - No of seats:** 22+
 - Vehicle Test Required:**
 - Voluntary head and brake lamp check:**
 - Smoke test:**
 - Refuel:**
 - Address:** [Empty]
 - Tel no:** [Empty]
 - Mobile tel:** [Empty]
 - Email address:** [Empty]
 - Notes:** [Empty]
- Right Panel:**
 - Status:** Booked
 - Booked from:** 23/05/2014
 - Name:** [Empty]
 - Loyal customer:**
 - Bay:** MTS
 - No of axles:** [Empty]
 - LEZ / RPC:**
 - Brake test:**
 - Template no:** <XXXX5
 - Payment Type:** [Empty]
 - Cost:** 151.00
- MOT Booking Script:**
 - Test Fees PSV:**
 - up to 22 seats: £105, Re-Test £41, Lane Fee £70+VAT (£50 for regular customers)
 - 23 seats or more: £132, Re-Test £59, Lane Fee £70+VAT (£50 for regular customers)
 - Test Fees HGV:**
 - 2 Axle: £93, Re-Test: £37, Lane Fee £70+VAT (£50 for regular customers)
 - 3 Axle: £117, Re-Test: £52, Lane Fee £70+VAT (£50 for regular customers)
 - 4 or more Axle: £141, Re-Test: £68, Lane Fee £70+VAT (£50 for regular customers)
 - Cancellation:** 3 days or Less FULL FEE or else. Vehicle Restrictions No Trailers and maximum height 13'7" / 3.96 metres
 - LEZ with Test:** Add £15, not linked to test £32 with test Add lane Fee
 - Smoke Test:** £5 + VAT, Brake Test £5 + VAT, Headlamp Test £5 + VAT, Chassis Wash £45

How do the charges work?

- **Pay via the pre-funded account**
- **Cancellation rules etc apply**
- **Charge the customer fee + add-ons e.g. lane fee**
- **Based on minute value vehicle type / axle**
- **Total time available 420 minutes (£780)**
- **In 2012/13 we pushed £85,000 through the account**

A quick reference to reservation periods, reservation fees and type of axles

Type	Time	Fee	Reservation Period		Reservation Fee			Reservation Period		Reservation Fee			Reservation Period		Reservation Fee		
			3.5 hrs	210 mins	£398			7 hrs	420 mins	£796			10.5 hrs	630 mins	£1,194		
Test	Test time (mins)	Test Fee	Max no Tests	Mins.	Total fee	Min. no tests to meet RF	Time left if min. tested	Max no Tests	Mins.	Total fee	Min. no tests to meet RF	Time left if min. tested	Max no Tests	Mins.	Total fee	Min. no tests to meet RF	Time left if min. tested
PSV Small	50	£108	4	200	£432	4	10	8	400	£864	8	20	12	600	£1,296	12	30
PSV Large	70	£135	3	210	£405	3	0	6	420	£810	6	0	9	630	£1,215	9	0
2 Axle	40	£95	5	200	£475	5	10	10	400	£950	9	60	15	600	£1,425	13	110
3 Axle	45	£120	4	180	£480	4	30	9	405	£1,080	7	105	14	630	£1,580	10	180
4 Axle	55	£145	3	165	£435	3	45	7	385	£1,015	6	90	11	605	£1,595	9	135
1 Axle trailer	20	£43	10	200	£430	10	10	21	420	£903	19	40	31	620	£1,333	28	70
2 Axle trailer	25	£57	8	200	£456	7	35	16	400	£912	14	70	25	625	£1,425	21	105
3 Axle trailer	25	£68	8	200	£544	6	60	16	400	£1,088	12	120	25	625	£1,700	18	180
4 Axle trailer	30	£68	7	210	£476	6	30	14	420	£952	12	60	21	630	£1,428	18	90
5 Axle trailer	30	£68	7	210	£476	6	30	14	420	£952	12	60	21	630	£1,428	18	90



Example day

- **10 x 2 axle HGV = 400 minutes (max 420)**
- **VOSA charge = £930 (10 x £93)**
- **On costs lane fees = £550 (10 x £55)**
- **3 point voluntary check / chassis wash £60 per vehicle**
- **£ 1,150 profit**



The ATF Story 2014






The ATF Story 2014

Increased business - now able to test Low floor vehicles

Cost £25k + ground works

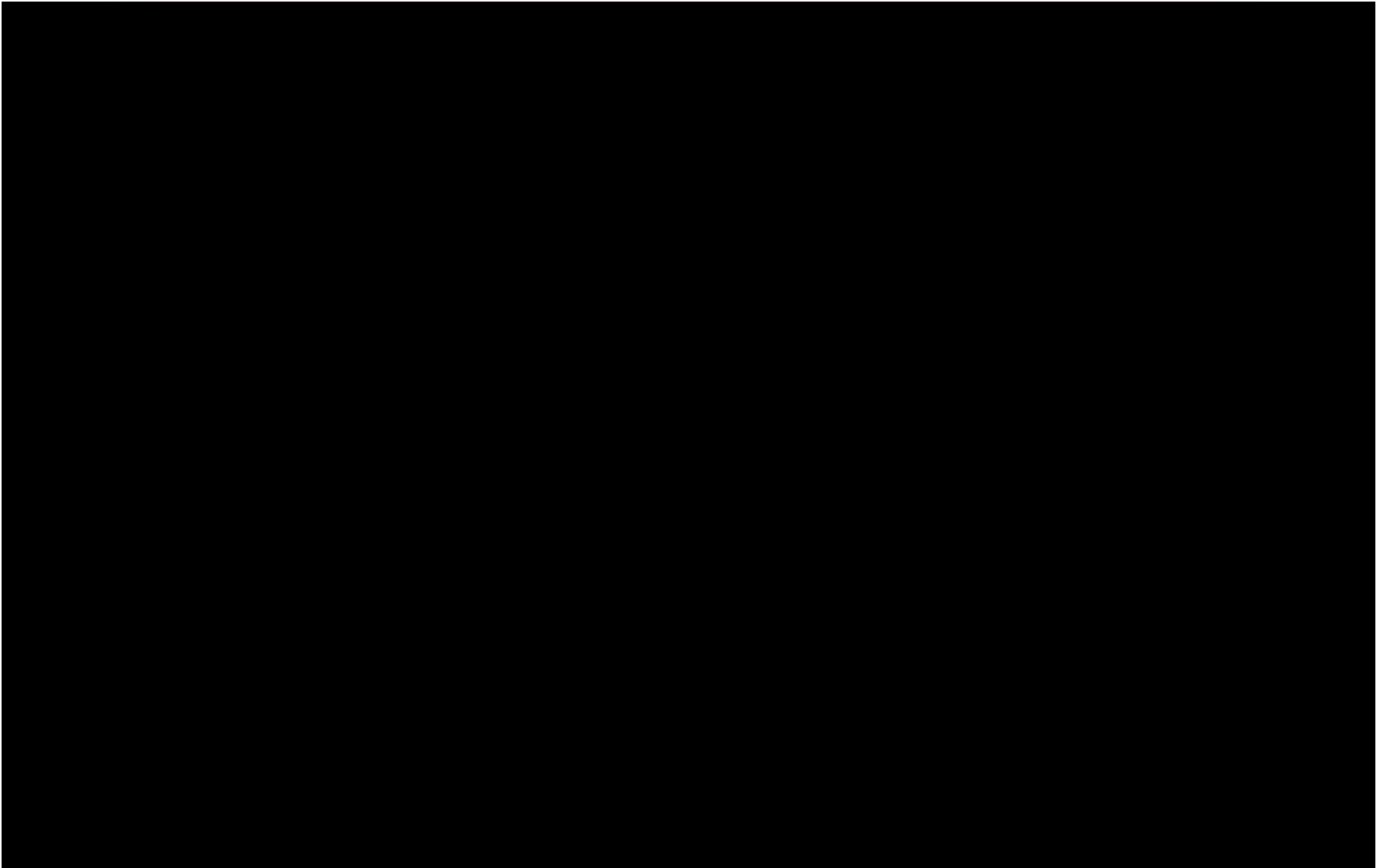
ROI – expected within 18 months

Health & Safety





Transport Show 2014





Thank You

See you in 2015!

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