

Fuel price volatility exposes risks of fixed transport contracts in Europe

ZWOLLE, Netherlands, March 11 — Surging fuel prices linked to tensions around Iran are exposing the risks of fixed-price transport contracts across Europe's road logistics sector.

“Fixed transport prices cannot keep up with fuel volatility,” said **Maarten Klanderman, CEO of vehicle logistics platform TransConnect.**

Diesel prices have fluctuated sharply in recent weeks, while many transport contracts only allow fuel-related price adjustments after several months. Industry participants say the lag is putting pressure on carriers' margins and liquidity.

“Transport companies cannot afford to wait months for contract adjustments,” Klanderman said. “Pricing needs to reflect actual costs in real time.”

The issue has been highlighted by industry groups including the **Association of European Vehicle Logistics (ECG).**

“Fuel price increases have an immediate impact on operational costs,” said **Frank Schnelle, ECG's executive director.** “When contractual adjustments only take place months later, logistics companies have to absorb those costs in the meantime. That puts pressure on liquidity and cash flow.”

Industry participants say digital logistics platforms that adjust prices dynamically based on supply, demand, transport capacity and fuel costs could help the sector respond more quickly to market shocks.

Supporters argue that market-based pricing could improve transparency across the logistics chain and reduce financial pressure on carriers during periods of fuel price volatility.

“A healthy transport network depends on transparency,” Klanderman said. “When prices reflect real demand, capacity and cost levels, it creates a more balanced market for both carriers and customers.”

About TransConnect

TransConnect is a European B2B platform for vehicle transport. Customers such as car dealerships and leasing companies book transport through the platform by specifying pick-up and delivery locations.

The platform connects each order with a transport partner from a network of approximately **2,500 transport companies operating across more than 9,900 routes**.

By matching shipments with unused truck capacity — known as **spot filling** — the platform aims to reduce empty transport movements and shorten delivery times.

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