

Respondent Information Form and Questions

Please Note this form **must** be returned with your response to ensure that we handle your response appropriately

1. Name/Organisation

Organisation Name

Cairngorms Business Partnership

Title Mr ☒ Ms ☐ Mrs ☐ Miss ☐ Dr ☐ *Please tick as appropriate*

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3. Permissions - I am responding as...

Individual

☐

/ Group/Organisation

Please tick as appropriate

☒

- (a) Do you agree to your response being made available to the public (in Scottish Government library and/or on the Scottish Government web site)?

Please tick as appropriate ☐ Yes ☐ No

- (b) Where confidentiality is not requested, we will make your responses available to the public on the following basis
Please tick ONE of the following boxes

Yes, make my response, name and address all available ☐

or

Yes, make my response available, but not my name and address ☐

or

Yes, make my response and name available, but not my address ☐

- (c) The name and address of your organisation **will be** made available to the public (in the Scottish Government library and/or on the Scottish Government web site).

Are you content for your **response** to be made available?

Please tick as appropriate ☒ Yes ☐ No

(d)	We will share your response internally with other Scottish Government policy teams who may be addressing the issues you discuss. They may wish to contact you again in the future, but we require your permission to do so. Are you content for Scottish Government to contact you again in relation to this consultation exercise?
<i>Please tick as appropriate</i>	
<input checked="checked" type="checkbox"/> Yes	<input type="checkbox"/> No

Consultation Questions

The answer boxes will expand as you type.

The Cairngorms Business partnership, an affiliated Scottish Chamber of Commerce endorse the response made by the Scottish Chambers of Commerce. Additional comments are below:

Procuring rail passenger services

1. What are the merits of offering the ScotRail franchise as a dual focus franchise and what services should be covered by the economic rail element, and what by the social rail element?

Q1 comments:

2. What should be the length of the contract for future franchises, and what factors lead you to this view?

Q2 comments:

We believe that the ScotRail franchise must be a long franchise of a minimum of 12 years in order to allow the franchisee the scope to invest and to see a return on that investment. Innovation must be promoted in Scotland's rail network. That must involve giving the franchisee the incentive to proactively invest in new ways to meet customer needs and to attract more people onto rail transport. In particular, the Scottish Chamber network believes that there is an urgent need to invest in improved rolling stock on a number of routes, particularly those connecting the Highlands, the North East and the Central Belt of Scotland. We see a long franchise as a necessary measure to ensure that this kind of investment can be prioritised.

3. What risk support mechanism should be reflected within the franchise?

Q3 comments:

4. What, if any, profit share mechanism should apply within the franchise?

Q4 comments:

5. Under what terms should third parties be involved in the operation of passenger rail services?

Q5 comments:

6. What is the best way to structure and incentivise the achievement of outcome measures whilst ensuring value for money?

Q6 comments:

7. What level of performance bond and/or parent company guarantees are appropriate?

Q7 comments:

8. What sanctions should be used to ensure the franchisee fulfils its franchise commitments?

Q8 comments:

Achieving reliability, performance and service quality

9. Under the franchise, should we incentivise good performance or only penalise poor performance?

Q9 comments:

10. Should the performance regime be aligned with actual routes or service groups, or should there be one system for the whole of Scotland?

Q10 comments:

11. How can we make the performance regime more aligned with passenger issues?

Q11 comments:

Whilst the CBP view there should be one performance regime customer expectations on commuter or tourism routes differ dramatically. Recognition of such factors should be built in to any such regime.

12. What should the balance be between journey times and performance?

Q12 comments:

13. Is a Service Quality Incentive Regime required? And if so should it cover all aspects of stations and service delivery, or just those being managed through the franchise?

Q13 comments:

14. What other mechanisms could be used for assessing train and station quality?

Q14 comments:

Scottish train services

15. Can better use be made of existing train capacity, such as increasing the permitted standing time beyond the limit of 10 minutes or increasing the capacity limit? What is an acceptable limit for standing times on rail services?

Q15 comments:

16. Should the number of services making use of interchange stations (both rail to rail and rail to other modes) be increased to reduce the number of direct services? What would be the opportunities and challenges of this?

Q16 comments:

17. Should Government direct aspects of service provision such as frequency and journey time, or would these be better determined by the franchisee based on customer demand?

Q17 comments:

18. What level of contract specification should we use the for the next ScotRail franchise?

Q18 comments:

19. How should the contract incentivise the franchisee to be innovative in the provision of services?

Q19 comments:

Scottish rail fares

20. What should be the rationale for, and purpose of, our fares policy?

Q20 comments:

21. What fares should be regulated by government and what should be set on a commercial basis? Do your recommendations change by geographic area (the Strathclyde area example), or by type of journey (for example suburban or intercity)?

Q21 comments

22. How should we achieve a balance between the taxpayer subsidy and passenger revenue contributions in funding the Scottish rail network? At what rate should fares be increased, and how feasible would it be to apply higher increases to Sections of the network which have recently been enhanced?

Q22 comments:

23. What should the difference be between peak and off-peak fares? Will this help encourage people to switch to travelling in the off-peak?

Q23 comments:

There should be a greater emphasis on seasonal fare promotions to assist off season travel to tourism locations across Scotland.

Scottish stations

24. How should we determine what rail stations are required and where, including whether a station should be closed?

Q24 comments:

25. What are the merits or issues that arise from a third party (such as a local authority or local business) being able to propose, promote and fund a station or service?

Q25 comments:

26. Should only one organisation be responsible for the management and maintenance of stations? If this was the franchisee how should that responsibility be structured in terms of leasing, investment, and issues relating to residual capital value?

Q26 comments:

27. How can local communities be encouraged to support their local station?

Q27 comments:

Every effort must be made to secure a meaningful working relationship with local community groups to enhance the service provision and maintenance of stations in rural locations. Tourism is the lifeblood of many areas and serviced train links to key markets in Scotland the rest of the UK is vital.

28. What categories of station should be designated and what facilities should be available at each category of station?

Q28 comments:

Cross-border services

29. Should cross-border services continue to go north of Edinburgh? In operating alongside ScotRail services, how do cross-border services benefit passengers and taxpayers? And who should specify these services, the Department of Transport or the Scottish Ministers?

Q29 comments:

Yes, put the customer first. Passengers will be dissuaded from travel with unnecessary terminations and service change at Edinburgh

30. Or should the cross-border services terminate at Edinburgh Waverley, allowing opportunities for Scottish connections? And if so, what additional benefits would accrue from having an Edinburgh Hub?

Q30 comments:

There can be little or no benefit to the Highland economy should the strategy of service termination for the south at Edinburgh be pursued. England is Scotland's largest single tourism market. The Highlands are one of the key selling points and destinations for this market. To enforce terminations and service change will be harmful to the Highland economy.

Rolling stock

31. What alternative strategies or mechanisms could be used to reduce the cost of the provision of rolling stock?

Q31 comments:

32. What facilities should be present on a train and to what extent should these facilities vary according to the route served?

Q32 comments:

There is a critical need to review the provision of bike carrying facilities in Highland lines. The current system is inadequate and does not marry in with tourism and leisure trends. There is a growing disjoint between the capacity and booking systems for bike carriage. Cycling initiatives are being taken forward by tourism operators in the Highlands with train travel provision totally inadequate. Transport Scotland should consult with tourism operators in this field to better understand requirements.

Passengers – information, security and services

33. How should we prioritise investment for mobile phone provision and / or Wi-Fi type high-bandwidth services?

Q33 comments:

When improving Wi-Fi provision on trains, priority should be given to long distance routes. Modern travellers can do without Wi-Fi connectivity for an hour if necessary, but not for 2+ hours. The provision of power sockets must go hand-in-hand with better Wi-Fi provision in order to enable travellers to use laptops on 2+ hour journeys.

34. How should we balance the need for additional seating capacity and retain the flexibility of a franchisee to offer first-class services if commercially viable?

Q34 comments:

35. What issues and evidence should be considered prior to determining whether or not to ban the consumption of alcohol on trains?

Q35 comments:

36. How can the provision of travel information for passengers be further improved?

Q36 comments:

Caledonian Sleeper

37. Should we continue to specify sleeper services, or should this be a purely commercial matter for a train operating company?

Q37 comments:

Service provision should continue to be specified. Service frequency and continuance of stops at Kingussie and Aviemore are vital for future tourism markets accessing the Highlands.

38. Should the Caledonian Sleeper services be contracted for separately from the main ScotRail franchise? Or should it be an option for within the main ScotRail franchise?

Q38 comments:

39. We would be interested in your views in the level and type of service that the Caledonian Sleeper Services should provide. Including:

- What is the appeal of the Caledonian Sleeper Service, and if there were more early and late trains would the appeal of the sleeper services change?
- What is the value of sleeper services to Fort William, Inverness and Aberdeen and are these the correct destinations, for example would Oban provide better connectivity?
- What facilities should the sleeper services provide and would you pay more for better facilities?

Q39 comments:

- Improvement in the number of early and late trains will never negate the need for overnight services on long distance routes such as London-Inverness.
- The Caledonian Sleeper service should operate 7 nights per week.
- Maintaining Inverness and Aberdeen as sleeper destinations is vital to the economy of the Cairngorms National Park, as well as the wider Highland economy.
- Existing facilities and berth options (seat/standard/first) are adequate. Cost versus equivalent flight+transfer+accommodation option is currently the main barrier to growth in sleeper usage. Although rolling stock does need replaced, there is no need for additional new facilities to be offered if this will result in significant fare increases.

Environmental issues

40. What environmental key performance indicators should we consider for inclusion in the franchise agreement or the High Level Output Specification?

Q40 comments: