

# MIKE JONES

## EDUCATION

**Fellow** Chartered Institute of Logistics & Transport

**Fellow** Royal Society of Arts

**Education** Rydal School Colwyn Bay

## KEY SKILLS

Business leadership skills for rail passenger, freight, and telecom disciplines. Successful promoter of new rail businesses with a thorough understanding of economic characteristics. Negotiating experience at a strategic level in planning, operations, and investment for rail transport systems. Interim appointments at Managing Director level

## EMPLOYMENT

**2000-current** Director Hull Trains Co Ltd

**1998-current** Director Renaissance Trains Ltd

**1998-2012** Director First Class Partnerships Ltd – now retained as a senior associate

**1998-2007** Retained by Inbis Technology plc (now Assystem) as senior commercial adviser

**1990-2002** Senior Business Manager BR Telecoms and then retained by Racal Electronics plc and Global Crossing UK

**1982-1990** National Business Manager BR Railfreight

**1979-1982** National Marketing Manager BR Railfreight

**1964-1979** A career progression through rail operating and marketing posts including 2 years full time management training



MIKE JONES has lengthy experience in the management of rail companies in both a public and private sector environment and providing advice in the successful delivery of a wide range of projects and bids. He is a leading innovator in promoting new open access services and mobilising passenger franchise and freight operating contracts. He is retained as a regular contributor to professional magazines with a brief to analyse Government rail policy and offer solutions for implementation.

Mike is currently leading a privately funded project to electrify the route between the East Coast Main Line at Templehurst Junction and Hull to allow operation of electric services by Hull Trains, Trans-Pennine Express, Northern Rail and East Coast. The work involves close liaison with the Department for Transport, Office of Rail Regulation, and Network Rail as well as key stakeholders such as the Local Enterprise Partnership. He also has recently advised on projects to introduce new open access services and generate commercial property opportunities at stations.

## SELECTED EXPERIENCE

**Hull electrification 2012 – current** Promoter of a project to electrify 33 miles of railway wholly funded by the private sector.

**Hull Trains Director 2000 - current** As promoter of the company and non-Executive Director ensure key performance indicators are achieved and appropriate corporate governance is in place on behalf of all stakeholders.

**Renaissance Trains Director 1998 – current** Assess opportunities for new services on behalf of the company and a range of stakeholders and provide advice about procedures for securing licences and track access agreements to other public and private sector promoters. A thorough understanding is held of operating cost structures and revenue potential.

**Franchise / Concession bids** As FCP Director / Senior Associate provided input to a variety of franchise and concession bids including the production of delivery plan documentation in RADAR format. Bids concerned include LOROL, Thameslink, East Midlands, and South West Trains.

**New freight operating systems** Worked with the Welsh Government and Inbis to promote the use of freight multiple units on freight flows that are uneconomic for conventional train load operations. Established a lower tonnage threshold can be economic with the use of freight multiple units that are similar in design to Network Rail Multi Purpose Vehicles

**Widespread experience in fixed telecom and wireless systems** Defined products and services for BR Telecoms, Racal, and Global Crossing in respect of voice, data, and radio networks.

**Joint author of Adam Smith Institute privatisation paper** The benefits of a track authority model were demonstrated, this was the structure was adopted by John Major's government as the basis for the 1993 Railways Act. The revitalisation of the railway in terms of both passenger and freight traffic growth has resulted from the success of this choice.

## OTHER ASSIGNMENTS

**Interim Managing Director Jarvis Fastline Freight 2008** Tasked to mobilise a major bulk haulage contract to prove fuel supplies for E-on electricity and evaluate options for inter-modal business operations

**Appointed as Asseris Ltd Corporate Director on behalf of FCP 2009-13** The company was successful in securing a licence from ATOC to established an internet based ticket retailing in both C2C and C2B markets following investment by FCP and others. An exit strategy was negotiated with the Trainline in 2013 with future earnings secured by 'super affiliate' status.

**Danish State Railway (DSB) UK market entry** Retained to undertake a detailed appraisal for DSB of the opportunities for entering the UK passenger market identifying strategies for franchise bidding, purchase of existing franchise holders, or start-up open access operations.

### CONFERENCES, PAPERS AND PUBLICATIONS

- A regular seminar speaker on passenger and freight topics providing expertise in market opportunities, regulatory processes, and operating systems
- Current contributions for Rail and Rail Express magazines with a regular column providing analysis of industry events
- A number of submissions have been made as a result of regulatory consultation in particular for a future regime to promote greater on-rail competition.