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# **An Expanded Air Services Network For the Highlands and Islands**

**A Report for HITRANS by A&TC**

**February 2003**

**Updated March 2004**

***Volume II - Appendices***

## List of Appendices

- 1 Route by Route Fact Sheets
- 2 Cost Information Used in the Cost Model
- 3 Mechanics of the Cost Model
- 4 Scheduled Passenger Routes Operated in November 2001
- 5 Analysis of November 2001 Scheduled Passenger Operations in the Highlands and Islands – Aircraft Costs
- 6 Analysis of November 2001 Scheduled Passenger Operations in the Highlands and Islands – Current Fares – Revenues
- 7 Analysis of November 2001 Scheduled Passenger Operations in the Highlands and Islands – Target Fares – Revenues
- 8 Current and Proposed Average Yields for the Sixteen Largest Routes
- 9 Analysis of November 2001 Scheduled Passenger Operations in the Highlands and Islands – Impact of Target Fares – Passenger Numbers
- 10 Scheduled Passenger Routes Proposed – by Bundle and Total
- 11 Proposed Operating Pattern – by Aircraft
- 12 Proposed Operating Pattern – by Airport
- 13 Parameters Met or Missed
- 14 Analysis of Projected Scheduled Passenger Operations in the Highlands and Islands – Aircraft Costs – Seats
- 15 Aircraft and Passenger Costs by Distance
- 16 Analysis of Projected Scheduled Passenger Operations in the Highlands and Islands – Passenger Numbers – Passenger Load Factors
- 17 Growth in Scheduled Passengers by Airport, due to i) Reduction in Fares; ii) Improved Schedules
- 18 Analysis of Projected Scheduled Passenger Operations in the Highlands and Islands – Proposed Fares - Revenues
- 19 Costs, Revenues, Load Factors and Subsidies
- 20 Impact of Proposed Schedules on Airport Opening Hours

## Appendix One

### Route by Route Fact Sheets

- I. ABZ – GLA Aberdeen – Glasgow
- II. ABZ – KOI Aberdeen – Kirkwall
- III. ABZ – LSI Aberdeen – Sumburgh
- IV. ABZ – WIC Aberdeen – Wick
- V. EDI – INV Edinburgh – Inverness
- VI. EDI – KOI Edinburgh – Kirkwall
- VII. EDI – LSI Edinburgh – Sumburgh
- VIII. EDI – SY Y Edinburgh – Stornoway
- IX. EDI – WIC Edinburgh – Wick
- X. GLA – BEB Glasgow – Benbecula
- XI. GLA – BRR Glasgow – Barra
- XII. GLA – CAL Glasgow – Campbeltown
- XIII. GLA – INV Glasgow – Inverness
- XIV. GLA – ILY Glasgow – Islay
- XV. GLA – KOI Glasgow – Kirkwall
- XVI. GLA – LSI Glasgow – Sumburgh
- XVII. GLA – SY Y Glasgow – Stornoway
- XVIII. GLA – TRE Glasgow – Tiree
- XIX. INV – KOI Inverness – Kirkwall
- XX. INV – LSI Inverness – Sumburgh
- XXI. INV – SY Y Inverness – Stornoway
- XXII. KOI – LSI Kirkwall – Sumburgh
- XXIII. KOI – WIC Kirkwall – Wick
- XXIV. LSI – WIC Sumburgh – Wick

I

## Aberdeen to Glasgow

ABZ GLA

## Summary Route Data

Source: CAA Passenger Survey

Total Passengers on route in 2001, according to HIAL	5,000	Average per week 2001/2002	96
Average November 2001 week	100	Ratio November - average	1.04

## Schedule Nov. 2001

## Average number of 'local' passengers November 2001

	ABZ	GLA			Mon	Tue	Wed	Thu	Fri	Sat	Sun
8775 ATP	1245	1335	0	12345--	10.6	9.4	6.3	7.7	7.5		
8777 ATP	1635	1725	0	-----7							10.2
Daily and weekly average, November 2001					51.7	10.6	9.4	6.3	7.7	7.5	10.2

## Average number of 'local' passengers November 2001

	GLA	ABZ			Mon	Tue	Wed	Thu	Fri	Sat	Sun
8776 ATP	1350	1440	0	12345--	7.8	7.2	7.2	9.4	9.1		
8776 ATP	1440	1530	0	-----7							7.6
Daily and weekly average, November 2001					48.3	7.8	7.2	7.2	9.4	9.1	7.6

## Journey Purpose

Code	Purpose	Elsewhere 2001		Grampian, Highlands & Islands		Total 2001		G,H&I percent
		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
2	Business - not detailed	668	12	127	5	795	17	15.9%
3	Attending Internal Company Business	576	5	22	1	597	6	3.6%
4	Meetings with Customers outside the Company	339	10	0	0	339	10	0.0%
5	Conference/Congress	26	1	143	4	169	5	84.6%
6	Trade Fair/Exhibition	109	1	0	0	109	1	0.0%
7	Armed Services	34	1	0	0	34	1	0.0%
8	Airline Staff (positioning)	21	1	41	2	62	3	66.7%
9	Contract Home Leave	52	2	53	1	105	3	50.4%
10	Overseas Employment - Less Than 12 Months	22	1	0	0	22	1	0.0%
11	Overseas Employment - 12 Months Or More	0	0	0	0	0	0	
12	Studies Paid By Employer - Formal Academic Course	0	0	0	0	0	0	
13	Studies Paid By Employer - Other	0	0	53	1	53	1	100.0%
14	Au Pair	0	0	0	0	0	0	
15	Accompanying Passenger on Business	0	0	0	0	0	0	
<b>BUSINESS TOTAL</b>		<b>1,846</b>	<b>34</b>	<b>439</b>	<b>14</b>	<b>2,285</b>	<b>48</b>	<b>19.2%</b>
16	Holiday Fare Paid Separately	26	1	0	0	26	1	0.0%
17	Holiday It/Package - Hotel	0	0	146	3	146	3	100.0%
18	Holiday It/Package - Self Catering	0	0	0	0	0	0	
19	Holiday It/Package - Cruise	0	0	0	0	0	0	
20	Visiting Friends And Relatives	550	10	615	9	1,165	19	52.8%
21	Migration	0	0	0	0	0	0	
22	Studies Private/Grants - Formal Academic Course	0	0	0	0	0	0	
23	Studies Private/Grants - Other	0	0	0	0	0	0	
24	Cultural Sports	0	0	0	0	0	0	
25	Unaccompanied School Children	0	0	0	0	0	0	
26	Other - not detailed	0	0	0	0	0	0	
27	Skiing Fare Paid Separately	0	0	0	0	0	0	
28	Skiing Hotel	0	0	0	0	0	0	
29	Skiing Self Catering	0	0	0	0	0	0	
<b>LEISURE TOTAL</b>		<b>575</b>	<b>11</b>	<b>761</b>	<b>12</b>	<b>1,336</b>	<b>23</b>	<b>56.9%</b>
<b>Total answered</b>		<b>2,421</b>	<b>45</b>	<b>1,200</b>	<b>26</b>	<b>3,622</b>	<b>71</b>	<b>33.1%</b>
Business percentage		76.3%	75.6%	36.6%	53.8%	63.1%	67.6%	
Leisure percentage		23.7%	24.4%	63.4%	46.2%	36.9%	32.4%	

Place of Residence		Elsewhere 2001		Grampian, Highlands & Islands		Total 2001		G,H&I percent
Onward destination		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
KOI	Kirkwall	351	5	162	2	513	7	31.6%
	Other Scotland	147	2	87	1	235	3	37.2%
	Other UK	175	2	106	1	281	3	37.7%
	Europe	296	5	0	0	296	5	0.0%
<b>INTERLINE</b>		<b>970</b>	<b>14</b>	<b>356</b>	<b>4</b>	<b>1,325</b>	<b>18</b>	<b>26.8%</b>
	Grampian	1,693	12	1,117	12	2,810	24	39.7%
<b>LOCAL</b>		<b>1,693</b>	<b>12</b>	<b>1,117</b>	<b>12</b>	<b>2,810</b>	<b>24</b>	<b>39.7%</b>
<b>TOTAL</b>		<b>2,663</b>	<b>26</b>	<b>1,473</b>	<b>16</b>	<b>4,135</b>	<b>42</b>	<b>35.6%</b>

Place of Residence		Elsewhere 2001		Grampian, Highlands & Islands		Total 2001		G,H&I percent
Onward destination		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
SYI	Stornoway	431	1	0	0	431	1	0.0%
	Other UK	347	4	218	1	565	5	38.6%
	Europe	218	1	167	2	385	3	43.4%
	North America	115	1	52	1	167	2	31.1%
<b>INTERLINE</b>		<b>1,111</b>	<b>7</b>	<b>436</b>	<b>4</b>	<b>1,547</b>	<b>11</b>	<b>28.2%</b>
	Dumfries and Galloway	33	1	0	0	33	1	0.0%
	Highland and Islands	33	1	0	0	33	1	0.0%
	Lothian	134	1	0	0	134	1	0.0%
	Strathclyde	922	10	491	6	1,413	16	34.7%
<b>LOCAL</b>		<b>1,122</b>	<b>13</b>	<b>491</b>	<b>6</b>	<b>1,613</b>	<b>19</b>	<b>30.4%</b>
<b>TOTAL</b>		<b>2,233</b>	<b>20</b>	<b>927</b>	<b>10</b>	<b>3,160</b>	<b>30</b>	<b>29.3%</b>

Length of Stay

Place of Residence		Elsewhere 2001		Grampian, Highlands & Islands		Total 2001		G,H&I percent
Length of stay		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Not answered		1,619	29	417	9	2,035	38	20.5%
4-8 hours								
8-20 hours								
	1 day	191	7	22	1	213	8	10.1%
	2 days	70	3	104	3	174	6	59.6%
	3 days	89	3	189	4	277	7	68.1%
	4 days	45	1	54	2	99	3	54.6%
	5 days			76	2	76	2	100.0%
	6 days	67	1			67	1	0.0%
	7 days	192	1	260	3	452	4	57.5%
	8-14 days	16	1	53	1	69	2	76.5%
	15-21 days	43	2	26	1	69	3	37.5%
	22 days plus	115	3			115	3	0.0%
<b>Total answered</b>		<b>829</b>	<b>22</b>	<b>783</b>	<b>17</b>	<b>1,612</b>	<b>39</b>	<b>48.6%</b>

Percentage of trips of one day or less	23.1%	31.8%	2.7%	5.9%	13.2%	20.5%
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Price paid for round trip ticket

Place of Residence		Elsewhere 2001		Grampian, Highlands & Islands		Total 2001		G,H&I percent
Price paid for round trip ticket		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Not answered		2,275	40	1,167	25	3,441	65	33.9%
	£1-£25	90	3			90	3	0.0%
	£26-£50			34	1	34	1	100.0%
	£51-£75							
	£76-£100							
	£101-£125	90	2			90	2	0.0%
	£126-£150							
	£151-£175	22	1			22	1	0.0%
	£176-£200	16	1			16	1	0.0%
	£201-£225							
	£226-£250							
	£251-£275							
	£276-£300							
	£302-£325							
	£326-£350							
	£351 plus							
<b>Total answered</b>		<b>218</b>	<b>7</b>	<b>34</b>	<b>1</b>	<b>251</b>	<b>8</b>	<b>13.3%</b>
Total revenue £			616		38		654	5.8%
Average fare paid £			88.00		38.00		81.75	144.25

Maximum fare per round trip 2001 £	198.00	198.00	198.00	198.00
Average Fare as % of Maximum fare	44.4%	19.2%	41.3%	72.9%

Fares greater than the maximum advertised fare

## II

## Aberdeen to Kirkwall

ABZ KOI

## Summary Route Data

Source: CAA Passenger Survey

Total Passengers on route in 2001, according to HIAL	36,400	Average per week 2001/2002	700
Average November 2001 week	667	Ratio November - average	0.95

## Schedule Nov. 2001

## Average number of 'local' passengers November 2001

	ABZ	KOI			Mon	Tue	Wed	Thu	Fri	Sat	Sun
8830 SF3	0710	0805	0	12345--	20.0	12.3	5.5	6.5	8.0		
8830 SF3	0850	0945	0	----6-						16.3	
8832 SF3	0950	1045	0	12345--	22.8	12.3	17.3	12.8	16.8		
8836 SF3	1410	1505	0	----6-						21.5	
8836 SF3	1550	1645	0	12345--	31.0	29.0	29.3	30.4	29.6		
Daily and weekly average, November 2001					321.4	73.8	53.6	52.1	49.7	54.4	37.8

## Average number of 'local' passengers November 2001

	KOI	ABZ			Mon	Tue	Wed	Thu	Fri	Sat	Sun
8831 SF3	0830	0920	0	12345--	29.5	22.8	22.8	15.8	18.0		
8831 SF3	1010	1100	0	----6-						16.0	
8833 SF3	1110	1200	0	12345--	26.0	20.3	16.5	21.2	22.0		
8837 SF3	1530	1620	0	----6-						15.0	
8837 SF3	1710	1800	0	12345--	14.8	22.0	17.8	21.4	23.8		
Daily and weekly average, November 2001					345.7	70.3	65.1	57.1	58.4	63.8	31.0

## Journey Purpose

Code	Place of Residence Purpose	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent
		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
2	Business - not detailed	3,506	18	2,765	10	6,271	28	44.1%
3	Attending Internal Company Business	2,172	10	1,416	4	3,588	14	39.5%
4	Meetings with Customers outside the Company	2,051	10	0	0	2,051	10	0.0%
5	Conference/Congress	1,381	1	465	3	1,846	4	25.2%
6	Trade Fair/Exhibition	0	0	0	0	0	0	
7	Armed Services	0	0	0	0	0	0	
8	Airline Staff (positioning)	0	0	131	1	131	1	100.0%
9	Contract Home Leave	0	0	1,695	5	1,695	5	100.0%
10	Overseas Employment - Less Than 12 Months	0	0	330	1	330	1	100.0%
11	Overseas Employment - 12 Months Or More	0	0	0	0	0	0	
12	Studies Paid By Employer - Formal Academic Course	0	0	406	1	406	1	100.0%
13	Studies Paid By Employer - Other	48	1	1,008	3	1,056	4	95.4%
14	Au Pair	0	0	0	0	0	0	
15	Accompanying Passenger on Business	0	0	0	0	0	0	
<b>BUSINESS TOTAL</b>		<b>9,158</b>	<b>40</b>	<b>8,215</b>	<b>28</b>	<b>17,373</b>	<b>68</b>	<b>47.3%</b>
16	Holiday Fare Paid Separately	1,405	7	184	1	1,590	8	
17	Holiday It/Package - Hotel	0	0	271	2	271	2	100.0%
18	Holiday It/Package - Self Catering	0	0	0	0	0	0	
19	Holiday It/Package - Cruise	0	0	0	0	0	0	
20	Visiting Friends And Relatives	3,083	17	6,547	22	9,630	39	68.0%
21	Migration	0	0	0	0	0	0	
22	Studies Private/Grants - Formal Academic Course	0	0	0	0	0	0	
23	Studies Private/Grants - Other	0	0	0	0	0	0	
24	Cultural Sports	400	1	0	0	400	1	0.0%
25	Unaccompanied School Children	0	0	0	0	0	0	
26	Other - not detailed	652	2	4,729	15	5,381	17	87.9%
27	Skiing Fare Paid Separately	0	0	0	0	0	0	
28	Skiing Hotel	0	0	0	0	0	0	
29	Skiing Self Catering	0	0	0	0	0	0	
<b>LEISURE TOTAL</b>		<b>5,540</b>	<b>27</b>	<b>11,731</b>	<b>40</b>	<b>17,271</b>	<b>67</b>	<b>67.9%</b>
<b>Total answered</b>		<b>14,698</b>	<b>67</b>	<b>19,946</b>	<b>68</b>	<b>34,644</b>	<b>135</b>	<b>57.6%</b>
Business percentage		62.3%	59.7%	41.2%	41.2%	50.1%	50.4%	
Leisure percentage		37.7%	40.3%	58.8%	58.8%	49.9%	49.6%	

## Itinerary

Place of Residence	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
<b>Onward destination</b>							
GLA Glasgow	112	1	198	1	310	2	63.8%
MAN Manchester	2,015	5	1,894	5	3,909	10	48.5%
LGW Gatwick	1,112	5	1,042	5	2,154	10	48.4%
LHR Heathrow	474	3	1,012	4	1,486	7	68.1%
BHX Birmingham	870	4	0	0	870	4	0.0%
Other UK	677	4	347	2	1,025	6	33.9%
Other Europe	0	0	384	3	384	3	100.0%
<b>INTERLINE</b>	<b>5,260</b>	<b>22</b>	<b>4,878</b>	<b>20</b>	<b>10,138</b>	<b>42</b>	<b>48.1%</b>
Grampian	7,105	35	14,215	46	21,320	81	66.7%
Tayside	936	4	0	0	936	4	0.0%
Lothian	83	1	725	1	808	2	89.8%
Fife	585	3	128	1	714	4	18.0%
Other UK	730	2	0	0	730	2	0.0%
<b>LOCAL</b>	<b>9,438</b>	<b>45</b>	<b>15,068</b>	<b>48</b>	<b>24,506</b>	<b>93</b>	<b>61.5%</b>
<b>TOTAL</b>	<b>14,698</b>	<b>67</b>	<b>19,946</b>	<b>68</b>	<b>34,644</b>	<b>135</b>	<b>57.6%</b>

## Length of stay

Place of Residence	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Length of stay							
Not answered	6,246	32	5,603	21	11,849	53	47.3%
4-8 hours	180	1	1,841	6	2,021	7	91.1%
8-20 hours	83	1	349	2	432	3	80.8%
1 day	1,341	6	4,115	12	5,457	18	75.4%
2 days	1,655	9	582	4	2,237	13	26.0%
3 days	1,258	9	1,429	5	2,687	14	53.2%
4 days	697	8	431	1	1,128	9	38.2%
5 days	725	3	354	6	1,079	9	32.8%
6 days			472	2	472	2	100.0%
7 days	778	3	1,199	3	1,977	6	60.7%
8-14 days	1,383	6	2,806	8	4,189	14	67.0%
15-21 days	304	5	131	1	434	6	30.1%
22 days plus	48	1	634	2	683	3	92.9%
<b>Total answered</b>	<b>8,452</b>	<b>52</b>	<b>14,343</b>	<b>52</b>	<b>22,795</b>	<b>104</b>	<b>62.9%</b>

Percentage of trips of one day or less	19.0%	15.4%	44.0%	38.5%	34.7%	26.9%
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## Price paid for round trip ticket

Place of Residence	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent	
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews		
Price paid for round trip ticket								
Not answered	8,695	40	10,155	33	18,850	73	53.9%	
£1-£25								
£26-£50			83	1	83	1	100.0%	
£51-£75								
£76-£100	128	1			128	1	0.0%	
£101-£125	2,984	14	3,463	14	6,447	28	53.7%	
£126-£150	180	1	1,986	3	2,166	4	91.7%	
£151-£175								
£176-£200								
£201-£225			55	1	55	1	100.0%	
£226-£250	1,041	4			1,041	4	0.0%	
£251-£275	982	4	2,809	9	3,791	13	74.1%	
£276-£300	689	3	986	6	1,675	9	58.9%	
£302-£325								
£326-£350								
£351 plus			409	1	409	1	100.0%	
<b>Total answered</b>	<b>6,004</b>	<b>27</b>	<b>9,791</b>	<b>35</b>	<b>15,794</b>	<b>62</b>	<b>62.0%</b>	
Total revenue £		4,742		6,639		11,381	11,056	58.3%
Average fare paid £		175.63		189.69		183.56	178.32	103.3%

Maximum fare per round trip 2001 £	252.00	252.00	252.00	252.00
Average Fare as % of Maximum fare	69.7%	75.3%	72.8%	70.8%

█ Fares greater than the maximum advertised fare

## III

## Aberdeen to Sumburgh

ABZ LSI

## Summary Route Data

Source: CAA Passenger Survey

Total Passengers on route in 2001, according to HIAL	71,500	Average per week 2001/2002	1,375
Average November 2001 week	1,350	Ratio November - average	0.98

## Schedule Nov. 2001

## Average number of 'local' passengers November 2001

	ABZ	LSI			Mon	Tue	Wed	Thu	Fri	Sat	Sun	
8772 ATP	0930	1030	0	12345--	53.3	38.0	31.0	25.4	16.6			
8774 ATP	1100	1200	0	----67						27.8	44.5	
8774 SF3	1245	1345	0	----5--					18.6			
8776 ATP	1510	1610	0	12345--	42.4	37.7	25.3	30.7	30.1			
8778 ATP	1600	1700	0	----6-						21.3		
8776 ATP	1600	1700	0	----7							40.9	
8778 ATP	1825	1925	0	12345--	57.5	40.8	24.5	31.2	31.8			
Daily and weekly average, November 2001					669.4	153.2	116.5	80.8	87.3	97.1	49.1	85.4

## Average number of 'local' passengers November 2001

	LSI	ABZ			Mon	Tue	Wed	Thu	Fri	Sat	Sun	
8771 ATP	0750	0850	0	12345--	25.8	23.0	28.8	49.4	50.4			
8773 ATP	0910	1010	0	----67						31.5	24.0	
8775 ATP	1115	1215	0	12345--	31.5	28.7	28.7	37.9	36.6			
8777 ATP	1300	1400	0	----6-						30.5		
8777 SF3	1415	1515	0	----5--					30.4			
8777 ATP	1500	1600	0	----7							30.3	
8779 ATP	1645	1745	0	12345--	27.8	28.8	39.5	49.3	47.2			
Daily and weekly average, November 2001					680.1	85.1	80.5	97.0	136.6	164.6	62.0	54.3

## Journey Purpose

Code	Purpose	Elsewhere		Shetland & Orkney		Total		S&O percent
		2001	Interviews	2001	Interviews	2001	Interviews	
2	Business - not detailed	11,362	23	1,425	4	12,787	27	11.1%
3	Attending Internal Company Business	3,317	10	3,589	7	6,906	17	52.0%
4	Meetings with Customers outside the Company	12,235	28	1,851	2	14,086	30	13.1%
5	Conference/Congress	0	0	471	2	471	2	100.0%
6	Trade Fair/Exhibition	0	0	0	0	0	0	
7	Armed Services	520	2	0	0	520	2	0.0%
8	Airline Staff (positioning)	0	0	0	0	0	0	
9	Contract Home Leave	0	0	1,226	3	1,226	3	100.0%
10	Overseas Employment - Less Than 12 Months	0	0	0	0	0	0	
11	Overseas Employment - 12 Months Or More	0	0	0	0	0	0	
12	Studies Paid By Employer - Formal Academic Course	0	0	0	0	0	0	
13	Studies Paid By Employer - Other	0	0	755	3	755	3	100.0%
14	Au Pair	0	0	0	0	0	0	
15	Accompanying Passenger on Business	0	0	0	0	0	0	
<b>BUSINESS TOTAL</b>		<b>27,434</b>	<b>63</b>	<b>9,317</b>	<b>21</b>	<b>36,751</b>	<b>84</b>	<b>25.4%</b>
16	Holiday Fare Paid Separately	2,398	7	773	3	3,171	10	24.4%
17	Holiday It/Package - Hotel	655	1	212	1	866	2	24.4%
18	Holiday It/Package - Self Catering	0	0	777	3	777	3	100.0%
19	Holiday It/Package - Cruise	0	0	0	0	0	0	
20	Visiting Friends And Relatives	9,922	28	7,011	18	16,933	46	41.4%
21	Migration	0	0	0	0	0	0	
22	Studies Private/Grants - Formal Academic Course	0	0	126	1	126	1	100.0%
23	Studies Private/Grants - Other	0	0	0	0	0	0	
24	Cultural Sports	983	3	427	1	1,410	4	30.3%
25	Unaccompanied School Children	0	0	0	0	0	0	
26	Other - not detailed	1,010	1	7,852	24	8,862	25	88.6%
27	Skiing Fare Paid Separately	0	0	0	0	0	0	
28	Skiing Hotel	0	0	0	0	0	0	
29	Skiing Self Catering	0	0	0	0	0	0	
<b>LEISURE TOTAL</b>		<b>14,967</b>	<b>40</b>	<b>17,178</b>	<b>51</b>	<b>32,145</b>	<b>91</b>	<b>53.4%</b>
<b>Total answered</b>		<b>42,401</b>	<b>103</b>	<b>26,495</b>	<b>72</b>	<b>68,896</b>	<b>175</b>	<b>38.5%</b>
Business percentage		64.7%	61.2%	35.2%	29.2%	53.3%	48.0%	
Leisure percentage		35.3%	38.8%	64.8%	70.8%	46.7%	52.0%	



## Itinerary

Place of Residence	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
<b>Onward destination</b>							
LHR Heathrow	2,211	8	2,648	4	4,859	12	54.5%
LGW Gatwick	1,560	4	2,184	2	3,744	6	58.3%
LTN Luton	955	3	0	0	955	3	0.0%
MAN Manchester	2,713	8	0	0	2,713	8	0.0%
LBA Leeds Bradford	3,663	5	0	0	3,663	5	0.0%
UK other	5,333	10	1,075	2	6,408	12	16.8%
Norway	955	4	0	0	955	4	0.0%
Other Europe	1,116	3	697	3	1,813	6	38.4%
<b>INTERLINE</b>	<b>18,506</b>	<b>45</b>	<b>6,604</b>	<b>11</b>	<b>25,110</b>	<b>56</b>	<b>26.3%</b>
Grampian	15,661	42	16,591	58	32,252	100	51.4%
Highland	1,364	2	2,021	4	3,385	6	59.7%
Tayside	1,805	5	287	1	2,092	6	13.7%
Other Scotland	3,453	7	569	2	4,022	9	14.1%
Other UK	1,615	8	425	2	2,040	10	20.8%
<b>LOCAL</b>	<b>23,898</b>	<b>64</b>	<b>19,893</b>	<b>67</b>	<b>43,791</b>	<b>131</b>	<b>45.4%</b>
<b>TOTAL</b>	<b>42,404</b>	<b>109</b>	<b>26,497</b>	<b>78</b>	<b>68,901</b>	<b>187</b>	<b>38.5%</b>
Interline percentage	43.6%	41.3%	24.9%	14.1%	36.4%	29.9%	
Local percentage	56.4%	58.7%	75.1%	85.9%	63.6%	70.1%	

## Length of stay

Place of Residence	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Length of stay							
Not answered	19,667	45	7,677	13	27,344	58	28.1%
4-8 hours	1,913	4	484	2	2,397	6	20.2%
8-20 hours	1,073	2	1,725	5	2,798	7	61.6%
1 day	6,896	15	981	4	7,877	19	12.5%
2 days	4,731	9	3,968	7	8,699	16	45.6%
3 days	1,266	5	1,215	5	2,480	10	49.0%
4 days	1,277	3	2,426	7	3,702	10	65.5%
5 days	882	4	1,418	6	2,300	10	61.7%
6 days			789	3	789	3	100.0%
7 days	1,375	5	2,371	7	3,746	12	63.3%
8-14 days	1,917	7	1,862	7	3,779	14	49.3%
15-21 days	1,220	3			1,220	3	0.0%
22 days plus	184	1	1,580	5	1,764	6	89.6%
<b>Total answered</b>	<b>22,734</b>	<b>58</b>	<b>18,818</b>	<b>58</b>	<b>41,552</b>	<b>116</b>	<b>45.3%</b>
Percentage of trips of one day or less	43.5%	36.2%	17.0%	19.0%	31.5%	27.6%	

## Price paid for round trip ticket

Place of Residence	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent	
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews		
Price paid for round trip ticket								
Not answered	26,526	60	14,121	32	40,647	92	34.7%	
£1-£25	293	1			293	1	0.0%	
£26-£50								
£51-£75								
£76-£100			944	2	944	2	100.0%	
£101-£125	1,012	4	3,025	10	4,037	14	74.9%	
£126-£150	908	4	1,992	8	2,901	12	68.7%	
£151-£175	1,950	5	950	3	2,899	8	32.8%	
£176-£200			359	1	359	1	100.0%	
£201-£225								
£226-£250			417	2	417	2	100.0%	
£251-£275	724	3	287	1	1,011	4	28.4%	
£276-£300	10,652	23	3,874	12	14,526	35	26.7%	
£302-£325	1,458	2			1,458	2	0.0%	
£326-£350	149	1			149	1	0.0%	
£351 plus			526	1	526	1	100.0%	
<b>Total answered</b>	<b>17,145</b>	<b>43</b>	<b>12,374</b>	<b>40</b>	<b>29,520</b>	<b>83</b>	<b>41.9%</b>	
Total revenue £		10,021		7,833		17,854	17,666	43.9%
Average fare paid £		233.05		195.83		215.11	215.44	91.0%
Maximum fare per round trip 2001 £		268.00		268.00		268.00	268.00	
Average Fare as % of Maximum fare		87.0%		73.1%		80.3%	80.4%	

Fares greater than the maximum advertised fare

## Summary Route Data

Source: CAA Passenger Survey

Total Passengers on route in 2001, according to HIAL	7,500	Average per week 2001/2002	144
Average November 2001 week	161	Ratio November - average	1.12

## Schedule Nov. 2001

## Average number of 'local' passengers November 2001

	ABZ	WIC			Mon	Tue	Wed	Thu	Fri	Sat	Sun
573 J31	0955	1030	0	12345--	12.5	4.8	4.5	6.6	6.0		
575 J31	1515	1550	0	12345--	14.5	7.0	8.0	7.5	8.6		
Daily and weekly average, November 2001				80.0	27.0	11.8	12.5	14.1	14.6		

## Average number of 'local' passengers November 2001

	WIC	ABZ			Mon	Tue	Wed	Thu	Fri	Sat	Sun
574 J31	1055	1130	0	12345--	9.8	5.0	6.8	8.0	12.4		
576 J31	1615	1650	0	12345--	6.5	5.5	7.0	11.5	8.8		
Daily and weekly average, November 2001				81.3	16.3	10.5	13.8	19.5	21.2		

## Journey Purpose

Place of Residence	Elsewhere		Highlands & Islands		Total		H&I percent
	2001		2001		2001		
Code Purpose	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
2 Business - not detailed	112	7	1,124	3	1,235	4	91.0%
3 Attending Internal Company Business	656	4	1,005	4	1,660	8	60.5%
4 Meetings with Customers outside the Company	1,667	9	335	1	2,002	10	16.7%
5 Conference/Congress	0	0	621	1	621	1	100.0%
6 Trade Fair/Exhibition	0	0	0	0	0	0	
7 Armed Services	0	0	0	0	0	0	
8 Airline Staff (positioning)	0	0	0	0	0	0	
9 Contract Home Leave	0	0	161	2	161	2	100.0%
10 Overseas Employment - Less Than 12 Months	0	0	177	1	177	1	100.0%
11 Overseas Employment - 12 Months Or More	0	0	0	0	0	0	
12 Studies Paid By Employer - Formal Academic Course	0	0	0	0	0	0	
13 Studies Paid By Employer - Other	0	0	0	0	0	0	
14 Au Pair	0	0	0	0	0	0	
15 Accompanying Passenger on Business	0	0	0	0	0	0	
<b>BUSINESS TOTAL</b>	<b>2,435</b>	<b>14</b>	<b>3,422</b>	<b>12</b>	<b>5,856</b>	<b>26</b>	<b>58.4%</b>
16 Holiday Fare Paid Separately	0	0	0	0	0	0	
17 Holiday It/Package - Hotel	0	0	106	1	106	1	100.0%
18 Holiday It/Package - Self Catering	0	0	0	0	0	0	
19 Holiday It/Package - Cruise	0	0	0	0	0	0	
20 Visiting Friends And Relatives	485	7	763	6	1,248	13	61.2%
21 Migration	0	0	0	0	0	0	
22 Studies Private/Grants - Formal Academic Course	0	0	0	0	0	0	
23 Studies Private/Grants - Other	0	0	0	0	0	0	
24 Cultural Sports	0	0	0	0	0	0	
25 Unaccompanied School Children	0	0	0	0	0	0	
26 Other - not detailed	0	0	0	0	0	0	
27 Skiing Fare Paid Separately	0	0	0	0	0	0	
28 Skiing Hotel	0	0	0	0	0	0	
29 Skiing Self Catering	0	0	0	0	0	0	
<b>LEISURE TOTAL</b>	<b>485</b>	<b>7</b>	<b>870</b>	<b>7</b>	<b>1,355</b>	<b>14</b>	<b>64.2%</b>
<b>Total answered</b>	<b>2,920</b>	<b>21</b>	<b>4,291</b>	<b>19</b>	<b>7,211</b>	<b>40</b>	<b>59.5%</b>
Business percentage	83.4%	66.7%	79.7%	63.2%	81.2%	65.0%	
Leisure percentage	16.6%	33.3%	20.3%	36.8%	18.8%	35.0%	

## Itinerary

Place of Residence		Elsewhere 2001		Highlands & Islands 2001		Total 2001		H&I percent
Onward destination		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
LHR	Heathrow	0	0	1,659	4	1,659	4	100.0%
MAN	Manchester	622	5	0	0	622	5	0.0%
	Other UK	714	5	566	2	1,280	7	44.2%
	Other Europe	0	0	338	3	338	3	100.0%
<b>INTERLINE</b>		<b>1,336</b>	<b>10</b>	<b>2,562</b>	<b>9</b>	<b>3,897</b>	<b>19</b>	<b>65.7%</b>
Grampian		1,397	6	2,206	6	3,603	12	61.2%
<b>LOCAL</b>		<b>1,397</b>	<b>6</b>	<b>2,206</b>	<b>6</b>	<b>3,603</b>	<b>12</b>	<b>61.2%</b>
<b>TOTAL</b>		<b>2,733</b>	<b>16</b>	<b>4,767</b>	<b>15</b>	<b>7,500</b>	<b>31</b>	<b>63.6%</b>

## Length of stay

Place of Residence		Elsewhere 2001		Highlands & Islands 2001		Total 2001		H&I percent
Length of stay		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Not answered		1,511	11	2,725	11	4,236	22	64.3%
4-8 hours		571	1			571	1	0.0%
8-20 hours		357	1			357	1	0.0%
1 day		240	2	948	2	1,188	4	79.8%
2 days		54	1	621	1	675	2	92.1%
3 days								
4 days								
5 days								
6 days				112	1	112	1	100.0%
7 days								
8-14 days				362	1	362	1	100.0%
15-21 days								
22 days plus								
<b>Total answered</b>		<b>1,222</b>	<b>5</b>	<b>2,043</b>	<b>5</b>	<b>3,264</b>	<b>10</b>	<b>62.6%</b>
Percentage of trips of one day or less		95.6%	80.0%	46.4%	40.0%	64.8%	60.0%	

## Price paid for round trip ticket

Place of Residence		Elsewhere 2001		Highlands & Islands 2001		Total 2001		H&I percent
Price paid for round trip ticket		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Not answered		2,317	13	4,656	14	6,973	27	66.8%
£1-£25								
£26-£50								
£51-£75				112	1	112	1	100.0%
£76-£100								
£101-£125								
£126-£150								
£151-£175		240	2			240	2	0.0%
£176-£200								
£201-£225								
£226-£250		176	1			176	1	0.0%
£251-£275								
£276-£300								
£302-£325								
£326-£350								
£351 plus								
<b>Total answered</b>		<b>416</b>	<b>3</b>	<b>112</b>	<b>1</b>	<b>527</b>	<b>4</b>	<b>21.2%</b>
Total revenue £			564		63		627	627
Average fare paid £			188.00		63.00		156.75	156.75
Maximum fare per round trip 2001 £			244.00		244.00		244.00	244.00
Average Fare as % of Maximum fare			77.0%		25.8%		64.2%	64.2%

█ Fares greater than the maximum advertised fare

V

## Edinburgh to Inverness

EDI INV

## Summary Route Data

Source: CAA Passenger Survey

Total Passengers on route in 2001, according to HIAL	12,400	Average per week 2001/2002	238
Average November 2001 week	230	Ratio November - average	0.96

## Schedule Nov. 2001

## Average number of 'local' passengers November 2001

	EDI	INV			Mon	Tue	Wed	Thu	Fri	Sat	Sun	
8957 SF3	1500	1545	0	12345--	9.8	6.3	5.0	9.2	12.0			
8899 SF3	1500	1545	0	----6-						11.3		
8899 SF3	1645	1730	0	12345--	13.8	11.0	15.5	11.0	12.0			
8899 SF3	1845	1930	0	-----7							9.0	
Daily and weekly average, November 2001					125.9	23.6	17.3	20.5	20.2	24.0	11.3	9.0

## Average number of 'local' passengers November 2001

	INV	EDI			Mon	Tue	Wed	Thu	Fri	Sat	Sun	
8890 SF3	0850	0935	0	12345--	7.7	6.0	8.3	3.2	6.4			
8890 SF3	0930	1015	0	----6-						9.3		
8952 SF3	0955	1040	0	12345--	15.3	5.0	6.5	6.8	7.6			
8890 SF3	1340	1425	0	-----7							22.0	
Daily and weekly average, November 2001					104.1	23.0	11.0	14.8	10.0	14.0	9.3	22.0

## Journey Purpose

Code	Place of Residence Purpose	Elsewhere 2001		Highlands& Islands 2001		Total 2001		H&I percent
		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
2	Business - not detailed	449	10	260	5	708	15	36.6%
3	Attending Internal Company Business	861	19	499	10	1,360	29	36.7%
4	Meetings with Customers outside the Company	742	15	373	8	1,115	23	33.4%
5	Conference/Congress	376	5	83	2	459	7	18.0%
6	Trade Fair/Exhibition	0	0	108	1	108	1	100.0%
7	Armed Services	1,966	12	1,789	10	3,755	22	47.6%
8	Airline Staff (positioning)	0	0	178	2	178	2	100.0%
9	Contract Home Leave	37	1	192	3	228	4	84.0%
10	Overseas Employment - Less Than 12 Months	417	4	161	5	578	9	27.9%
11	Overseas Employment - 12 Months Or More	21	1	129	2	149	3	86.2%
12	Studies Paid By Employer - Formal Academic Course	540	4	374	3	913	7	40.9%
13	Studies Paid By Employer - Other	0	0	0	0	0	0	
14	Au Pair	0	0	0	0	0	0	
15	Accompanying Passenger on Business	0	0	0	0	0	0	
<b>BUSINESS TOTAL</b>		<b>5,408</b>	<b>71</b>	<b>4,144</b>	<b>51</b>	<b>9,553</b>	<b>122</b>	<b>43.4%</b>
16	Holiday Fare Paid Separately	809	23	94	4	904	27	10.4%
17	Holiday It/Package - Hotel	190	5	0	0	190	5	0.0%
18	Holiday It/Package - Self Catering	28	1	0	0	28	1	0.0%
19	Holiday It/Package - Cruise	0	0	0	0	0	0	
20	Visiting Friends And Relatives	1,009	26	193	8	1,203	34	16.1%
21	Migration	540	4	437	3	977	7	44.8%
22	Studies Private/Grants - Formal Academic Course	2,446	13	2,226	13	4,672	26	47.6%
23	Studies Private/Grants - Other	0	0	0	0	0	0	
24	Cultural Sports	38	2	59	2	97	3	60.9%
25	Unaccompanied School Children	28	1	0	0	28	2	0.4%
26	Other - not detailed	0	0	38	2	38	2	100.0%
27	Skiing Fare Paid Separately	0	0	0	0	0	0	
28	Skiing Hotel	0	0	0	0	0	0	
29	Skiing Self Catering	0	0	0	0	0	0	
<b>LEISURE TOTAL</b>		<b>5,087</b>	<b>75</b>	<b>3,048</b>	<b>32</b>	<b>8,136</b>	<b>107</b>	<b>37.5%</b>
<b>Total answered</b>		<b>10,496</b>	<b>146</b>	<b>7,192</b>	<b>83</b>	<b>17,688</b>	<b>229</b>	<b>40.7%</b>
Business percentage		51.5%	48.6%	57.6%	61.4%	54.0%	53.3%	
Leisure percentage		48.5%	51.4%	42.4%	38.6%	46.0%	46.7%	

## Itinerary EDI - INV

Place of Residence	Elsewhere 2001		Highlands & Islands 2001		Total 2001		H&I percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
MAN Manchester	0	0	2,605	4	2,605	4	100.0%
SOU Southampton	0	0	734	2	734	2	100.0%
Other UK	687	4	537	3	1,224	7	43.9%
DUB Dublin	692	2	0	0	692	2	0.0%
CDG Paris	528	2	0	0	528	2	0.0%
Other Europe	103	1	94	1	197	2	47.5%
<b>INTERLINE</b>	<b>2,010</b>	<b>9</b>	<b>3,969</b>	<b>10</b>	<b>5,979</b>	<b>19</b>	<b>66.4%</b>
Dumfries and Gallo	2207	1	0	0	2,207	1	0.0%
Lothian	608	2	484	3	1,091	5	44.3%
<b>LOCAL</b>	<b>2,814</b>	<b>3</b>	<b>484</b>	<b>3</b>	<b>3,298</b>	<b>6</b>	<b>14.7%</b>
<b>TOTAL</b>	<b>4,825</b>	<b>12</b>	<b>4,452</b>	<b>13</b>	<b>9,277</b>	<b>25</b>	<b>48.0%</b>

## Itinerary INV - EDI

Place of Residence	Elsewhere 2001		Highlands & Islands 2001		Total 2001		H&I percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
LSI Sumburgh	73	1	0	0	73	1	0.0%
SYT Stornoway	189	2	0	0	189	2	0.0%
<b>INTERLINE</b>	<b>262</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>262</b>	<b>3</b>	<b>0.0%</b>
Highland and Islands	8,263	95	4,468	52	12,731	147	35.1%
Grampian	1,737	19	0	0	1,737	19	0.0%
<b>LOCAL</b>	<b>10,000</b>	<b>114</b>	<b>4,468</b>	<b>52</b>	<b>14,468</b>	<b>166</b>	<b>30.9%</b>
<b>TOTAL</b>	<b>10,262</b>	<b>117</b>	<b>4,468</b>	<b>52</b>	<b>14,730</b>	<b>169</b>	<b>30.3%</b>

## Length of Stay

Place of Residence	Elsewhere 2001		Highlands & Islands 2001		Total 2001		H&I percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Length of stay							
Not answered	4,679	36	3,405	21	8,084	56	42.1%
4-8 hours	28	1	48	1	48	1	100.0%
8-20 hours			95	2	123	3	77.3%
1 day	268	6	104	2	373	8	28.0%
2 days	396	9	88	4	484	13	18.2%
3 days	596	11	201	4	797	15	25.2%
4 days	187	6	34	1	220	7	15.3%
5 days	49	2	108	1	157	3	69.0%
6 days	31	2	174	2	205	4	85.0%
7 days	85	2			85	2	0.0%
8-14 days	640	11	10	1	650	12	1.6%
15-21 days	10	1	21	1	31	2	67.0%
22 days plus	575	9	173	6	748	15	23.1%
<b>Total answered</b>	<b>2,864</b>	<b>60</b>	<b>1,056</b>	<b>25</b>	<b>3,920</b>	<b>85</b>	<b>26.9%</b>

Percentage of trips of one day or less	10.3%	11.7%	23.4%	20.0%	13.9%	14.1%
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## Price paid for round trip ticket

Place of Residence	Elsewhere 2001		Highlands & Islands 2001		Total 2001		H&I percent	
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews		
Price paid for round trip ticket								
Not answered	4,656	11	4,100	11	8,756	22	46.8%	
£1-£25								
£26-£50								
£51-£75								
£76-£100								
£101-£125			216	1	216	1	100.0%	
£126-£150								
£151-£175								
£176-£200			136	1	136	1	100.0%	
£201-£225								
£226-£250								
£251-£275								
£276-£300	169	1			169	1	0.0%	
£302-£325								
£326-£350								
£351 plus								
<b>Total answered</b>	<b>169</b>	<b>1</b>	<b>352</b>	<b>2</b>	<b>521</b>	<b>3</b>	<b>67.6%</b>	
Total revenue £		288		301		589	489	51.1%
Average fare paid £		288.00		150.50		196.33	163.00	76.7%

Maximum fare per round trip 2001 £	163.00	163.00	163.00	163.00
Average Fare as % of Maximum fare	176.7%	92.3%	120.4%	100.0%

█ Fares greater than the maximum advertised fare

Summary Route Data

Source: CAA Passenger Survey

Total Passengers on route in 2001, according to HIAL	15,300	Average per week 2001/2002	294
Average November 2001 week	277	Ratio November - average	0.94

## Schedule Nov. 2001

		EDI	KOI			Average number of 'local' passengers November 2001						
						Mon	Tue	Wed	Thu	Fri	Sat	Sun
8895 SF3	1110	1255	WIC	123456-		5.3	8.0	7.3	11.3	7.6		
8899 SF3	1500	1655	INV	----6-								16.3
8899 SF3	1645	1840	INV	12345--		13.8	17.8	8.0	17.4	19.0		
Daily and weekly average, November 2001						131.8	19.1	25.8	15.3	28.7	26.6	16.3

		KOI	EDI			Average number of 'local' passengers November 2001						
						Mon	Tue	Wed	Thu	Fri	Sat	Sun
8890 SF3	0740	0935	INV	12345--		12.0	17.0	13.5	20.4	16.0		
8890 SF3	0820	1015	INV	----6-								17.8
8896 SF3	1425	1615	WIC	12345--		9.0	8.0	10.0	9.5	11.8		
Daily and weekly average, November 2001						145.0	21.0	25.0	23.5	29.9	27.8	17.8

## Journey Purpose

Place of Residence	Elsewhere		Shetland & Orkney		Total		S&O percent
	2001	Interviews	2001	Interviews	2001	Interviews	
Code Purpose	Passengers		Passengers		Passengers		
2 Business - not detailed	448	3	1,255	2	1,703	5	73.7%
3 Attending Internal Company Business	520	7	1,270	10	1,789	17	71.0%
4 Meetings with Customers outside the Company	1,037	8	134	1	1,170	9	11.4%
5 Conference/Congress	427	2	1,563	5	1,990	7	78.5%
6 Trade Fair/Exhibition	44	1	0	0	44	1	0.0%
7 Armed Services	0	0	0	0	0	0	
8 Airline Staff (positioning)	0	0	0	0	0	0	
9 Contract Home Leave	0	0	0	0	0	0	
10 Overseas Employment - Less Than 12 Months	0	0	0	0	0	0	
11 Overseas Employment - 12 Months Or More	0	0	0	0	0	0	
12 Studies Paid By Employer - Formal Academic Course	0	0	0	0	0	0	
13 Studies Paid By Employer - Other	0	0	0	0	0	0	
14 Au Pair	0	0	0	0	0	0	
15 Accompanying Passenger on Business	0	0	0	0	0	0	
<b>BUSINESS TOTAL</b>	<b>2,476</b>	<b>21</b>	<b>4,222</b>	<b>18</b>	<b>6,697</b>	<b>39</b>	<b>63.0%</b>
16 Holiday Fare Paid Separately	0	0	1,019	5	1,019	5	100.0%
17 Holiday It/Package - Hotel	0	0	0	0	0	0	
18 Holiday It/Package - Self Catering	0	0	0	0	0	0	
19 Holiday It/Package - Cruise	0	0	0	0	0	0	
20 Visiting Friends And Relatives	3,280	12	1,629	5	4,909	17	33.2%
21 Migration	0	0	0	0	0	0	
22 Studies Private/Grants - Formal Academic Course	0	0	44	1	44	1	100.0%
23 Studies Private/Grants - Other	0	0	0	0	0	0	
24 Cultural Sports	0	0	0	0	0	0	
25 Unaccompanied School Children	0	0	0	0	0	0	
26 Other - not detailed	0	0	376	1	376	1	100.0%
27 Skiing Fare Paid Separately	0	0	0	0	0	0	
28 Skiing Hotel	0	0	0	0	0	0	
29 Skiing Self Catering	0	0	0	0	0	0	
<b>LEISURE TOTAL</b>	<b>3,280</b>	<b>12</b>	<b>3,067</b>	<b>12</b>	<b>6,348</b>	<b>24</b>	<b>48.3%</b>
<b>Total answered</b>	<b>5,756</b>	<b>33</b>	<b>7,289</b>	<b>30</b>	<b>13,045</b>	<b>63</b>	<b>55.9%</b>
Business percentage	43.0%	63.6%	57.9%	60.0%	51.3%	61.9%	
Leisure percentage	57.0%	36.4%	42.1%	40.0%	48.7%	38.1%	

## Itinerary

Place of Residence	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Onward destination							
BRS Bristol	1,258	3	132	1	1,389	4	9.5%
LHR Heathrow	293	1	360	1	653	2	55.2%
Other UK	268	3	651	5	918	8	70.8%
Other Europe	0	0	169	1	169	1	100.0%
<b>INTERLINE</b>	<b>1,818</b>	<b>7</b>	<b>1,311</b>	<b>8</b>	<b>3,130</b>	<b>15</b>	<b>41.9%</b>
Lothian	2,345	14	3,084	14	5,430	28	56.8%
Strathclyde	169	1	1,412	3	1,581	4	89.3%
Borders	146	1	961	1	1,107	2	86.8%
Fife	557	5	199	1	756	6	26.3%
Tayside	360	1	44	1	404	2	10.9%
Central	215	3	146	1	361	4	40.4%
Other UK	146	1	132	1	277	2	47.4%
<b>LOCAL</b>	<b>3,938</b>	<b>26</b>	<b>5,977</b>	<b>22</b>	<b>9,915</b>	<b>48</b>	<b>60.3%</b>
<b>TOTAL</b>	<b>5,756</b>	<b>33</b>	<b>7,289</b>	<b>30</b>	<b>13,045</b>	<b>63</b>	<b>55.9%</b>

## Length of Stay

Place of Residence	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Length of stay							
Not answered	1,818	7	1,311	8	3,130	15	41.9%
4-8 hours			1,152	1	1,152	1	100.0%
8-20 hours							
1 day	1,613	8	2,080	8	3,693	16	56.3%
2 days	370	5	535	6	905	11	59.1%
3 days	337	5	1,006	5	1,343	10	74.9%
4 days							
5 days	881	3	44	1	925	4	4.7%
6 days							
7 days	360	1			360	1	0.0%
8-14 days			199	1	199	1	100.0%
15-21 days	199	1			199	1	0.0%
22 days plus	178	3	961	1	1,139	4	84.4%
<b>Total answered</b>	<b>3,938</b>	<b>26</b>	<b>5,977</b>	<b>23</b>	<b>9,915</b>	<b>49</b>	<b>60.3%</b>
Percentage of trips of one day or less	41.0%	30.8%	54.1%	39.1%	48.9%	34.7%	

## Price paid for round trip ticket

Place of Residence	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent	
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews		
Price paid for round trip ticket								
Not answered	2,706	15	3,685	17	6,391	32	57.7%	
£1-£25								
£26-£50								
£51-£75								
£76-£100	199	1	169	1	368	2	45.9%	
£101-£125								
£126-£150			175	2	175	2	100.0%	
£151-£175	132	1			132	1	0.0%	
£176-£200								
£201-£225								
£226-£250	800	3	44	1	844	4	5.2%	
£251-£275	165	2	67	1	231	3	28.9%	
£276-£300	563	5	279	2	843	7	33.1%	
£302-£325								
£326-£350	1,123	4	1,586	4	2,709	8	58.5%	
£351 plus	69	2	1,284	2	1,353	4	94.9%	
<b>Total answered</b>	<b>3,051</b>	<b>18</b>	<b>3,603</b>	<b>13</b>	<b>6,654</b>	<b>31</b>	<b>54.2%</b>	
Total revenue £		4,986		3,542		8,528	8,428	41.5%
Average fare paid £		277.00		272.46		275.10	271.87	99.0%
Maximum fare per round trip 2001 £		328.00		328.00		328.00	328.00	
Average Fare as % of Maximum fare		84.5%		83.1%		83.9%	82.9%	

█ Fares greater than the maximum advertised fare

## VII

## Edinburgh to Sumburgh

EDI LSI

## Summary Route Data

Source: CAA Passenger Survey

Total Passengers on route in 2001, according to HIAL	15,300	Average per week 2001/2002	294
Average November 2001 week	255	Ratio November - average	0.87

## Schedule Nov. 2001

## Average number of 'local' passengers November 2001

	EDI	LSI			Mon	Tue	Wed	Thu	Fri	Sat	Sun	
8893 SF3	1010	1140	0	12345--	21.8	21.5	14.3	16.5	16.8			
8895 SF3	1110	1315	WIC	----6-						16.3		
8897 SF3	1450	1620	0	----7							18.5	
Daily and weekly average, November 2001					125.7	21.8	21.5	14.3	16.5	16.8	16.3	18.5

## Average number of 'local' passengers November 2001

	LSI	EDI			Mon	Tue	Wed	Thu	Fri	Sat	Sun	
8896 SF3	1215	1425	WIC	----6-						7.7		
8894 SF3	1240	1410	0	12345--	18.3	16.3	21.3	27.2	21.8			
8898 SF3	1645	1815	0	----7							16.3	
Daily and weekly average, November 2001					128.9	18.3	16.3	21.3	27.2	21.8	7.7	16.3

## Journey Purpose

Place of Residence		Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent
Code	Purpose	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
2	Business - not detailed	566	5	305	2	871	7	35.0%
3	Attending Internal Company Business	2,178	12	866	9	3,044	21	28.4%
4	Meetings with Customers outside the Company	227	3	573	4	800	7	71.6%
5	Conference/Congress	0	0	505	3	505	3	100.0%
6	Trade Fair/Exhibition	0	0	0	0	0	0	
7	Armed Services	0	0	0	0	0	0	
8	Airline Staff (positioning)	0	0	0	0	0	0	
9	Contract Home Leave	121	1	0	0	121	1	0.0%
10	Overseas Employment - Less Than 12 Months	0	0	0	0	0	0	
11	Overseas Employment - 12 Months Or More	0	0	0	0	0	0	
12	Studies Paid By Employer - Formal Academic Course	0	0	0	0	0	0	
13	Studies Paid By Employer - Other	0	0	0	0	0	0	
14	Au Pair	0	0	0	0	0	0	
15	Accompanying Passenger on Business	0	0	0	0	0	0	
<b>BUSINESS TOTAL</b>		<b>3,092</b>	<b>21</b>	<b>2,249</b>	<b>18</b>	<b>5,341</b>	<b>39</b>	<b>42.1%</b>
16	Holiday Fare Paid Separately	961	1	0	0	961	1	0.0%
17	Holiday It/Package - Hotel	0	0	0	0	0	0	
18	Holiday It/Package - Self Catering	0	0	0	0	0	0	
19	Holiday It/Package - Cruise	0	0	0	0	0	0	
20	Visiting Friends And Relatives	4,012	20	1,903	11	5,915	31	32.2%
21	Migration	0	0	0	0	0	0	
22	Studies Private/Grants - Formal Academic Course	0	0	44	1	44	1	100.0%
23	Studies Private/Grants - Other	0	0	0	0	0	0	
24	Cultural Sports	87	1	0	0	87	1	0.0%
25	Unaccompanied School Children	0	0	0	0	0	0	
26	Other - not detailed	0	0	174	2	174	2	100.0%
27	Skiing Fare Paid Separately	0	0	0	0	0	0	
28	Skiing Hotel	0	0	0	0	0	0	
29	Skiing Self Catering	0	0	0	0	0	0	
<b>LEISURE TOTAL</b>		<b>5,060</b>	<b>22</b>	<b>2,121</b>	<b>14</b>	<b>7,181</b>	<b>36</b>	<b>29.5%</b>
<b>Total answered</b>		<b>8,152</b>	<b>43</b>	<b>4,370</b>	<b>32</b>	<b>12,522</b>	<b>75</b>	<b>34.9%</b>
Business percentage		37.9%	48.8%	51.5%	56.3%	42.7%	52.0%	
Leisure percentage		62.1%	51.2%	48.5%	43.8%	57.3%	48.0%	



## Itinerary

Place of Residence	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
LGW Gatwick	420	4	0	0	420	4	0.0%
LHR Heathrow	121	1	199	1	320	2	62.3%
Other UK	679	5	140	2	819	7	17.1%
<b>INTERLINE</b>	<b>1,219</b>	<b>10</b>	<b>339</b>	<b>3</b>	<b>1,558</b>	<b>13</b>	<b>21.8%</b>
Lothian	6,224	24	3,857	27	10,081	51	38.3%
Fife	347	4	0	0	347	4	0.0%
Strathclyde	253	2	0	0	253	2	0.0%
Central	56	2	174	2	229	4	75.8%
Dumfries and Galloway	53	1	0	0	53	1	0.0%
<b>LOCAL</b>	<b>6,933</b>	<b>33</b>	<b>4,031</b>	<b>29</b>	<b>10,964</b>	<b>62</b>	<b>36.8%</b>
<b>TOTAL</b>	<b>8,152</b>	<b>43</b>	<b>4,370</b>	<b>32</b>	<b>12,522</b>	<b>75</b>	<b>34.9%</b>

## Length of Stay

Place of Residence	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Length of stay							
Not answered	1,219	10	339	3	1,558	13	21.8%
4-8 hours			87	1	87	1	100.0%
8-20 hours			53	1	1,622	8	3.3%
1 day	1,569	7	1,112	8	2,504	12	44.4%
2 days	1,392	4	380	5	696	9	54.6%
3 days	316	4	246	3	386	5	63.8%
4 days	140	2	253	2	1,404	4	18.0%
5 days	1,151	2	1,326	5	1,326	5	100.0%
6 days			288	2	447	4	64.4%
7 days	159	2	286	2	2,199	10	13.0%
8-14 days	1,913	8			154	2	0.0%
15-21 days	154	2			140	2	0.0%
22 days plus	140	2					
<b>Total answered</b>	<b>6,933</b>	<b>33</b>	<b>4,031</b>	<b>29</b>	<b>10,964</b>	<b>62</b>	<b>36.8%</b>
Percentage of trips of one day or less	22.6%	21.2%	3.5%	6.9%	15.6%	14.5%	

## Price paid for round trip ticket

Place of Residence	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent	
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews		
Price paid for round trip ticket								
Not answered	2,599	21	1,582	12	4,181	33	37.8%	
£1-£25					53	1	0.0%	
£26-£50	53	1			87	1	0.0%	
£51-£75					1,981	15	65.7%	
£76-£100					1,049	2		
£101-£125					455	5		
£126-£150	87	1	194	2	1,184	2	7.3%	
£151-£175	680	9	200	1	200	1	100.0%	
£176-£200	1,049	2	246	3	1,551	6	15.9%	
£201-£225	260	3						
£226-£250	1,098	1	87	1	1,108	3	7.8%	
£251-£275					673	6	100.0%	
£276-£300	1,305	3						
£302-£325								
£326-£350	1,022	2						
£351 plus								
<b>Total answered</b>	<b>5,553</b>	<b>22</b>	<b>2,788</b>	<b>20</b>	<b>8,341</b>	<b>42</b>	<b>33.4%</b>	
Total revenue £		4,564		5,157		9,721	9,683	53.1%
Average fare paid £		207.45		257.85		231.45	236.17	111.4%
Maximum fare per round trip 2001 £		372.00		372.00		372.00	372.00	
Average Fare as % of Maximum fare		55.8%		69.3%		62.2%	63.5%	

█ Fares greater than the maximum advertised fare

## VIII

## Edinburgh to Stornoway

EDI SY Y

## Summary Route Data

Source: CAA Passenger Survey

Total Passengers on route in 2001, according to HIAL	6,400	Average per week 2001/2002	123
Average November 2001 week	104	Ratio November - average	0.84

## Schedule Nov. 2001

## Average number of 'local' passengers November 2001

	EDI	SY Y			Mon	Tue	Wed	Thu	Fri	Sat	Sun
8943 SF3	1110	1220	0	----6-						13.7	
8957 SF3	1500	1650	INV	12345--	8.5	7.3	6.5	10.2	4.8		
Daily and weekly average, November 2001					51.0	8.5	7.3	6.5	10.2	4.8	13.7

## Average number of 'local' passengers November 2001

	SY Y	EDI			Mon	Tue	Wed	Thu	Fri	Sat	Sun
8952 SF3	0850	1040	INV	12345--	7.7	6.3	9.3	8.3	6.8		
8942 SF3	0910	1020	0	----6-						14.3	
Daily and weekly average, November 2001					52.7	7.7	6.3	9.3	8.3	6.8	14.3

## Journey Purpose

Place of Residence		Elsewhere		Western Isles		Total		Wt percent
Code	Purpose	2001	Interviews	2001	Interviews	2001	Interviews	
2	Business - not detailed	53	3	0	0	53	3	0.0%
3	Attending Internal Company Business	781	2	111	2	892	4	12.4%
4	Meetings with Customers outside the Company	433	2	270	2	703	4	38.4%
5	Conference/Congress	0	0	0	0	0	0	
6	Trade Fair/Exhibition	0	0	0	0	0	0	
7	Armed Services	0	0	0	0	0	0	
8	Airline Staff (positioning)	0	0	0	0	0	0	
9	Contract Home Leave	0	0	0	0	0	0	
10	Overseas Employment - Less Than 12 Months	0	0	0	0	0	0	
11	Overseas Employment - 12 Months Or More	0	0	0	0	0	0	
12	Studies Paid By Employer - Formal Academic Course	0	0	0	0	0	0	
13	Studies Paid By Employer - Other	0	0	0	0	0	0	
14	Au Pair	0	0	0	0	0	0	
15	Accompanying Passenger on Business	0	0	0	0	0	0	
<b>BUSINESS TOTAL</b>		<b>1,266</b>	<b>7</b>	<b>381</b>	<b>4</b>	<b>1,647</b>	<b>11</b>	<b>23.1%</b>
16	Holiday Fare Paid Separately	395	1	0	0	395	1	0.0%
17	Holiday It/Package - Hotel	0	0	0	0	0	0	
18	Holiday It/Package - Self Catering	0	0	0	0	0	0	
19	Holiday It/Package - Cruise	0	0	0	0	0	0	
20	Visiting Friends And Relatives	3153	6	1287	7	4439	13	29.0%
21	Migration	0	0	0	0	0	0	
22	Studies Private/Grants - Formal Academic Course	0	0	527	1	527	1	100.0%
23	Studies Private/Grants - Other	0	0	0	0	0	0	
24	Cultural Sports	0	0	0	0	0	0	
25	Unaccompanied School Children	0	0	0	0	0	0	
26	Other - not detailed	0	0	0	0	0	0	
27	Skiing Fare Paid Separately	0	0	0	0	0	0	
28	Skiing Hotel	0	0	0	0	0	0	
29	Skiing Self Catering	0	0	0	0	0	0	
<b>LEISURE TOTAL</b>		<b>3,548</b>	<b>7</b>	<b>1,814</b>	<b>8</b>	<b>5,361</b>	<b>15</b>	<b>33.8%</b>
<b>Total answered</b>		<b>4,814</b>	<b>14</b>	<b>2,195</b>	<b>12</b>	<b>7,009</b>	<b>26</b>	<b>31.3%</b>
Business percentage		26.3%	50.0%	17.4%	33.3%	23.5%	42.3%	
Leisure percentage		73.7%	50.0%	82.6%	66.7%	76.5%	57.7%	

## Itinerary

Place of Residence	Elsewhere 2001		Western Isles 2001		Total 2001		WI percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
BHX Birmingham	395	1	0	0	395	1	0.0%
LCY London City	0	0	346	1	346	1	100.0%
LHR Heathrow	330	2	0	0	330	2	0.0%
Other UK	35	2	0	0	35	2	0.0%
<b>INTERLINE</b>	<b>760</b>	<b>5</b>	<b>346</b>	<b>1</b>	<b>1,106</b>	<b>6</b>	<b>31.3%</b>
Lothian	3,802	8	1,363	8	5,165	16	26.4%
Central	253	1	0	0	253	1	0.0%
Fife	0	0	253	1	253	1	100.0%
Borders	0	0	18	1	18	1	100.0%
Other UK	0	0	216	1	216	1	100.0%
<b>LOCAL</b>	<b>4,054</b>	<b>9</b>	<b>1,849</b>	<b>11</b>	<b>5,903</b>	<b>20</b>	<b>31.3%</b>
<b>TOTAL</b>	<b>4,814</b>	<b>14</b>	<b>2,195</b>	<b>12</b>	<b>7,009</b>	<b>26</b>	<b>31.3%</b>

## Length of Stay

Place of Residence	Elsewhere 2001		Western Isles 2001		Total 2001		WI percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Length of stay							
Not answered	760	5	346	1	1,106	6	31.3%
4-8 hours							
8-20 hours							
1 day			94	1	94	1	100.0%
2 days	649	3	288	3	936	6	30.7%
3 days							
4 days	565	1	310	2	875	3	35.4%
5 days			216	1	216	1	100.0%
6 days	565	1	2	1	567	2	0.4%
7 days	1,146	2	413	2	1,558	4	26.5%
8-14 days	565	1			565	1	0.0%
15-21 days	565	1	527	1	1,092	2	48.3%
22 days plus							
<b>Total answered</b>	<b>4,054</b>	<b>9</b>	<b>1,849</b>	<b>11</b>	<b>5,903</b>	<b>20</b>	<b>31.3%</b>

Percentage of trips of one day or less	0.0%	0.0%	5.1%	9.1%	1.6%	5.0%
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## Price paid for round trip ticket

Place of Residence	Elsewhere 2001		Western Isles 2001		Total 2001		WI percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Price paid for round trip ticket							
Not answered	2,322	9	346	1	2,668	10	13.0%
£1-£25							
£26-£50							
£51-£75							
£76-£100							
£101-£125	1,383	3	725	5	2,107	8	34.4%
£126-£150			216	1	216	1	100.0%
£151-£175							
£176-£200	893	1	527	1	1,420	2	37.1%
£201-£225			18	1	18	1	100.0%
£226-£250							
£251-£275	216	1			216	1	0.0%
£276-£300			364	3	364	3	100.0%
£302-£325							
£326-£350							
£351 plus							
<b>Total answered</b>	<b>2,492</b>	<b>5</b>	<b>1,849</b>	<b>11</b>	<b>4,341</b>	<b>16</b>	<b>42.6%</b>
Total revenue £		790		1,968		2,758	71.2%
Average fare paid £		158.00		178.91		172.38	103.5%

Maximum fare per round trip 2001 £	275.00	275.00	275.00	275.00
Average Fare as % of Maximum fare	57.5%	65.1%	62.7%	62.7%

█ Fares greater than the maximum advertised fare

## IX

## Edinburgh to Wick

EDI WIC

## Summary Route Data

Source: CAA Passenger Survey

Total Passengers on route in 2001, according to HIAL	8,200	Average per week 2001/2002	158
Average November 2001 week	193	Ratio November - average	1.22

## Schedule Nov. 2001

## Average number of 'local' passengers November 2001

	EDI	WIC			Mon	Tue	Wed	Thu	Fri	Sat	Sun
8895 SF3	1110	1215	0	123456-	28.0	18.0	13.3	11.3	16.4	8.0	
Daily and weekly average, November 2001					95.0	28.0	18.0	13.3	11.3	16.4	8.0

## Average number of 'local' passengers November 2001

	WIC	EDI			Mon	Tue	Wed	Thu	Fri	Sat	Sun
8896 SF3	1315	1425	0	-----6-						8.0	
8896 SF3	1505	1615	0	12345--	15.7	16.0	14.8	23.3	20.0		
Daily and weekly average, November 2001					97.8	15.7	16.0	14.8	23.3	20.0	8.0

## Journey Purpose

Code	Purpose	Elsewhere 2001		Caithness / Sutherland 2001		Total 2001		C&S percent
		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
2	Business - not detailed	1,734	2	0	0	1,734	2	0.0%
3	Attending Internal Company Business	1,874	10	2,644	7	4,518	17	58.5%
4	Meetings with Customers outside the Company	2,828	12	762	3	3,590	15	21.2%
5	Conference/Congress	0	0	0	0	0	0	
6	Trade Fair/Exhibition	0	0	0	0	0	0	
7	Armed Services	0	0	0	0	0	0	
8	Airline Staff (positioning)	0	0	0	0	0	0	
9	Contract Home Leave	0	0	0	0	0	0	
10	Overseas Employment - Less Than 12 Months	0	0	0	0	0	0	
11	Overseas Employment - 12 Months Or More	0	0	0	0	0	0	
12	Studies Paid By Employer - Formal Academic Course	0	0	2	1	2	1	100.0%
13	Studies Paid By Employer - Other	0	0	0	0	0	0	
14	Au Pair	0	0	0	0	0	0	
15	Accompanying Passenger on Business	0	0	0	0	0	0	
<b>BUSINESS TOTAL</b>		<b>6,436</b>	<b>24</b>	<b>3,409</b>	<b>11</b>	<b>9,844</b>	<b>35</b>	<b>34.6%</b>
16	Holiday Fare Paid Separately	0	0	0	0	0	0	
17	Holiday It/Package - Hotel	0	0	0	0	0	0	
18	Holiday It/Package - Self Catering	0	0	0	0	0	0	
19	Holiday It/Package - Cruise	0	0	0	0	0	0	
20	Visiting Friends And Relatives	534	5	113	3	647	8	17.5%
21	Migration	0	0	0	0	0	0	
22	Studies Private/Grants - Formal Academic Course	0	0	0	0	0	0	
23	Studies Private/Grants - Other	0	0	0	0	0	0	
24	Cultural Sports	0	0	0	0	0	0	
25	Unaccompanied School Children	0	0	0	0	0	0	
26	Other - not detailed	0	0	157	1	157	1	100.0%
27	Skiing Fare Paid Separately	0	0	0	0	0	0	
28	Skiing Hotel	0	0	0	0	0	0	
29	Skiing Self Catering	0	0	0	0	0	0	
<b>LEISURE TOTAL</b>		<b>534</b>	<b>5</b>	<b>270</b>	<b>4</b>	<b>804</b>	<b>9</b>	<b>33.6%</b>
<b>Total answered</b>		<b>6,969</b>	<b>29</b>	<b>3,679</b>	<b>15</b>	<b>10,648</b>	<b>44</b>	<b>34.5%</b>
Business percentage		92.3%	82.8%	92.7%	73.3%	92.5%	79.5%	
Leisure percentage		7.7%	17.2%	7.3%	26.7%	7.5%	20.5%	

## Itinerary

Place of Residence	Elsewhere 2001		Caithness / Sutherland 2001		Total 2001		C&S percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
<b>Onward destination</b>							
MAN Manchester	4,988	9	279	3	5,267	12	5.3%
BRS Bristol	726	3	0	0	726	3	0.0%
LHR Heathrow	72	3	159	2	231	5	69.0%
Other UK	305	3	617	2	922	5	66.9%
Other Europe	44	1	0	0	44	1	0.0%
<b>INTERLINE</b>	<b>6,134</b>	<b>19</b>	<b>1,055</b>	<b>7</b>	<b>7,190</b>	<b>26</b>	<b>14.7%</b>
Lothian	178	3	2,623	8	2,802	11	93.6%
Strathclyde	305	3	0	0	305	3	0.0%
Central	245	2	0	0	245	2	0.0%
Borders	88	1	0	0	88	1	0.0%
Other UK	19	1	0	0	19	1	0.0%
<b>LOCAL</b>	<b>835</b>	<b>10</b>	<b>2,623</b>	<b>8</b>	<b>3,458</b>	<b>18</b>	<b>75.9%</b>
<b>TOTAL</b>	<b>6,969</b>	<b>29</b>	<b>3,679</b>	<b>15</b>	<b>10,648</b>	<b>44</b>	<b>34.5%</b>

Interline percentage	88.0%	65.5%	28.7%	46.7%	67.5%	59.1%
Local percentage	12.0%	34.5%	71.3%	53.3%	32.5%	40.9%

## Length of stay

Place of Residence	Elsewhere 2001		Caithness / Sutherland 2001		Total 2001		C&S percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
<b>Length of stay</b>							
Not answered	6,153	20	1,055	7	7,209	27	14.6%
4-8 hours							
8-20 hours							
1 day	410	4	360	1	770	5	46.8%
2 days	159	2	1,646	1	1,805	3	91.2%
3 days	2	1	157	1	159	2	98.5%
4 days			370	2	370	2	100.0%
5 days	157	1	44	1	201	2	21.9%
6 days							
7 days							
8-14 days	88	1	2	1	91	2	2.6%
15-21 days							
22 days plus			44	1	44	1	100.0%
<b>Total answered</b>	<b>816</b>	<b>9</b>	<b>2,623</b>	<b>8</b>	<b>3,439</b>	<b>17</b>	<b>76.3%</b>

Percentage of trips of one day or less	50.2%	44.4%	13.7%	12.5%	22.4%	29.4%
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## Price paid for round trip ticket

Place of Residence	Elsewhere 2001		Caithness / Sutherland 2001		Total 2001		C&S percent	
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews		
<b>Price paid for round trip ticket</b>								
Not answered	6,596	23	1,619	11	8,215	34	19.7%	
£1-£25								
£26-£50								
£51-£75								
£76-£100			44	1	44	1	100.0%	
£101-£125								
£126-£150	264	3			264	3	0.0%	
£151-£175								
£176-£200								
£201-£225								
£226-£250								
£251-£275	110	3			110	3	0.0%	
£276-£300			1,646	1	1,646	1	100.0%	
£302-£325								
£326-£350								
£351 plus			370	2	370	2	100.0%	
<b>Total answered</b>	<b>373</b>	<b>6</b>	<b>2,060</b>	<b>4</b>	<b>2,433</b>	<b>10</b>	<b>84.7%</b>	
Total revenue £		1,303		1,002		2,305	2,155	52.3%
Average fare paid £		217.17		250.50		230.50	215.50	130.8%

Maximum fare per round trip 2001 £	270.00	270.00	270.00	270.00
Average Fare as % of Maximum fare	80.4%	92.8%	85.4%	79.8%

█ Fares greater than the maximum advertised fare

X

## Glasgow to Benbecula

GLA BEB

## Summary Route Data

Source: CAA Passenger Survey

Total Passengers on route in 2001, according to HIAL	21,100	Average per week 2001/2002	406
Average November 2001 week	369	Ratio November - average	0.91

## Schedule Nov. 2001

## Average number of 'local' passengers November 2001

	GLA	BEB			Mon	Tue	Wed	Thu	Fri	Sat	Sun
8807 ATP	1020	1120	0	123456-	35.8	26.8	24.3	28.0	29.2	30.3	
Daily and weekly average, November 2001				174.4	35.8	26.8	24.3	28.0	29.2	30.3	

## Average number of 'local' passengers November 2001

	BEB	GLA			Mon	Tue	Wed	Thu	Fri	Sat	Sun
8808 ATP	1210	1310	0	123456-	34.5	23.0	26.0	38.2	39.6	33.5	
Daily and weekly average, November 2001				194.8	34.5	23.0	26.0	38.2	39.6	33.5	

## Journey Purpose

Code	Place of Residence Purpose	Elsewhere 2001		Western Isles 2001		Total 2001		WI percent
		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
2	Business - not detailed	847	3	0	0	847	3	0.0%
3	Attending Internal Company Business	1,652	5	677	4	2,329	9	29.1%
4	Meetings with Customers outside the Company	1,266	3	736	2	2,002	5	36.8%
5	Conference/Congress	0	0	317	2	317	2	100.0%
6	Trade Fair/Exhibition	0	0	0	0	0	0	
7	Armed Services	0	0	0	0	0	0	
8	Airline Staff (positioning)	0	0	0	0	0	0	
9	Contract Home Leave	335	1	669	2	1,004	3	66.7%
10	Overseas Employment - Less Than 12 Months	0	0	0	0	0	0	
11	Overseas Employment - 12 Months Or More	0	0	0	0	0	0	
12	Studies Paid By Employer - Formal Academic Course	0	0	0	0	0	0	
13	Studies Paid By Employer - Other	0	0	0	0	0	0	
14	Au Pair	0	0	0	0	0	0	
15	Accompanying Passenger on Business	0	0	0	0	0	0	
<b>BUSINESS TOTAL</b>		<b>4,099</b>	<b>12</b>	<b>2,400</b>	<b>10</b>	<b>6,499</b>	<b>22</b>	<b>36.9%</b>
16	Holiday Fare Paid Separately	0	0	1,468	2	1,468	2	100.0%
17	Holiday It/Package - Hotel	270	1	89	1	360	2	
18	Holiday It/Package - Self Catering	0	0	0	0	0	0	
19	Holiday It/Package - Cruise	0	0	0	0	0	0	
20	Visiting Friends And Relatives	5,051	13	4,209	13	9,261	26	45.5%
21	Migration	0	0	0	0	0	0	
22	Studies Private/Grants - Formal Academic Course	0	0	89	1	89	1	100.0%
23	Studies Private/Grants - Other	0	0	0	0	0	0	
24	Cultural Sports	0	0	1,064	2	1,064	2	100.0%
25	Unaccompanied School Children	0	0	0	0	0	0	
26	Other - not detailed	0	0	1,382	5	1,382	5	100.0%
27	Skiing Fare Paid Separately	0	0	0	0	0	0	
28	Skiing Hotel	0	0	0	0	0	0	
29	Skiing Self Catering	0	0	0	0	0	0	
<b>LEISURE TOTAL</b>		<b>5,322</b>	<b>14</b>	<b>8,302</b>	<b>24</b>	<b>13,623</b>	<b>38</b>	<b>60.9%</b>
<b>Total answered</b>		<b>9,421</b>	<b>26</b>	<b>10,701</b>	<b>34</b>	<b>20,122</b>	<b>60</b>	<b>53.2%</b>
Business percentage		43.5%	46.2%	22.4%	29.4%	32.3%	36.7%	
Leisure percentage		56.5%	53.8%	77.6%	70.6%	67.7%	63.3%	

## Itinerary

Place of Residence	Elsewhere 2001		Western Isles 2001		Total 2001		WI percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
<b>Onward destination</b>							
SOU Southampton	1,028	3	424	2	1,452	5	29.2%
BHX Birmingham	270	1	1,133	1	1,403	2	80.7%
LHR Heathrow	1,399	3	0	0	1,399	3	0.0%
MAN Manchester	1,133	1	0	0	1,133	1	0.0%
Other UK	1,053	4	270	1	1,324	5	20.4%
Other Europe	0	0	424	2	424	2	100.0%
<b>INTERLINE</b>	<b>4,883</b>	<b>12</b>	<b>2,252</b>	<b>6</b>	<b>7,135</b>	<b>18</b>	<b>31.6%</b>
Strathclyde	4,448	13	6,631	24	11,079	37	59.9%
Lothian	89	1	1,000	2	1,089	3	91.8%
Central	0	0	729	1	729	1	100.0%
Other UK	0	0	89	1	89	1	100.0%
<b>LOCAL</b>	<b>4,537</b>	<b>14</b>	<b>8,450</b>	<b>28</b>	<b>12,987</b>	<b>42</b>	<b>65.1%</b>
<b>TOTAL</b>	<b>9,421</b>	<b>26</b>	<b>10,701</b>	<b>34</b>	<b>20,122</b>	<b>60</b>	<b>53.2%</b>

## Length of Stay

Place of Residence	Elsewhere 2001		Western Isles 2001		Total 2001		WI percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
<b>Length of stay</b>							
Not answered	4,883	12	2,252	6	7,135	18	31.6%
4-8 hours							
8-20 hours							
1 day	619	2	270	1	890	3	30.4%
2 days	335	1	1,480	6	1,815	7	81.6%
3 days	402	1	1,093	3	1,495	4	73.1%
4 days	1,259	2	819	2	2,078	4	39.4%
5 days	89	1	866	2	955	3	90.6%
6 days			891	3	891	3	100.0%
7 days	1,271	5	1,047	3	2,318	8	45.2%
8-14 days	335	1	741	4	1,076	5	68.9%
15-21 days			1,064	2	1,064	2	100.0%
22 days plus	228	1	179	2	407	3	44.0%
<b>Total answered</b>	<b>4,537</b>	<b>14</b>	<b>8,450</b>	<b>28</b>	<b>12,987</b>	<b>42</b>	<b>65.1%</b>

Percentage of trips of one day or less	13.6%	14.3%	3.2%	3.6%	6.8%	7.1%
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## Price paid for round trip ticket

Place of Residence	Elsewhere 2001		Western Isles 2001		Total 2001		WI percent	
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews		
<b>Price paid for round trip ticket</b>								
Not answered	6,132	16	3,241	10	9,372	26	34.6%	
£1-£25								
£26-£50			335	1	335	1	100.0%	
£51-£75								
£76-£100	530	1	1,459	2	1,989	3	73.4%	
£101-£125	1,805	6	2,988	10	4,794	16	62.3%	
£126-£150	89	1	179	2	268	3	66.7%	
£151-£175								
£176-£200			531	1	531	1	100.0%	
£201-£225								
£226-£250			228	1	228	1	100.0%	
£251-£275	335	1	491	2	826	3	59.5%	
£276-£300	530	1	1,251	5	1,780	6	70.2%	
£302-£325								
£326-£350								
£351 plus								
<b>Total answered</b>	<b>3,289</b>	<b>10</b>	<b>7,461</b>	<b>24</b>	<b>10,750</b>	<b>34</b>	<b>69.4%</b>	
Total revenue £		1,470		3,997		5,467	5,279	72.4%
Average fare paid £		147.00		166.54		160.79	159.97	102.6%

Maximum fare per round trip 2001 £	252.00	252.00	252.00	252.00
Average Fare as % of Maximum fare	58.3%	66.1%	63.8%	63.5%

█ Fares greater than the maximum advertised fare

## XI

## Glasgow to Barra

## GLA BRR

## Summary Route Data

Source: CAA Passenger Survey

Total Passengers on route in 2001, according to HIAL	5,400	Average per week 2001/2002	104
Average November 2001 week	85	Ratio November - average	0.82

## Schedule Nov. 2001

## Average number of 'local' passengers November 2001

	GLA	BRR			Mon	Tue	Wed	Thu	Fri	Sat	Sun
8851 DHT	0900	1005	0	123456-	4.7	6.8	7.8	6.6	6.8	8.5	
Daily and weekly average, November 2001					41.2	4.7	6.8	7.8	6.6	6.8	8.5

## Average number of 'local' passengers November 2001

	BRR	GLA			Mon	Tue	Wed	Thu	Fri	Sat	Sun
8852 DHT	1020	1125	0	----6-						8.3	
8856 DHT	1140	1245	0	12345--	8.3	8.0	6.0	6.4	7.0		
Daily and weekly average, November 2001					44.0	8.3	8.0	6.0	6.4	7.0	8.3

## Journey Purpose

Place of Residence		Elsewhere 2001		Western Isles 2001		Total 2001		WI percent
Code	Purpose	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
2	Business - not detailed	0	0	0	0	0	0	
3	Attending Internal Company Business	0	0	0	0	0	0	
4	Meetings with Customers outside the Company	0	0	0	0	0	0	
5	Conference/Congress	0	0	0	0	0	0	
6	Trade Fair/Exhibition	0	0	0	0	0	0	
7	Armed Services	0	0	0	0	0	0	
8	Airline Staff (positioning)	0	0	0	0	0	0	
9	Contract Home Leave	0	0	370	1	370	1	100.0%
10	Overseas Employment - Less Than 12 Months	0	0	0	0	0	0	
11	Overseas Employment - 12 Months Or More	0	0	0	0	0	0	
12	Studies Paid By Employer - Formal Academic Course	0	0	0	0	0	0	
13	Studies Paid By Employer - Other	0	0	0	0	0	0	
14	Au Pair	0	0	0	0	0	0	
15	Accompanying Passenger on Business	0	0	0	0	0	0	
<b>BUSINESS TOTAL</b>		<b>0</b>	<b>0</b>	<b>370</b>	<b>1</b>	<b>370</b>	<b>1</b>	<b>100.0%</b>
16	Holiday Fare Paid Separately	1,687	7	271	1	1,958	2	13.8%
17	Holiday It/Package - Hotel	812	3	0	0	812	3	0.0%
18	Holiday It/Package - Self Catering	0	0	0	0	0	0	
19	Holiday It/Package - Cruise	0	0	0	0	0	0	
20	Visiting Friends And Relatives	781	3	271	1	1052	4	25.7%
21	Migration	0	0	0	0	0	0	
22	Studies Private/Grants - Formal Academic Course	0	0	0	0	0	0	
23	Studies Private/Grants - Other	0	0	0	0	0	0	
24	Cultural Sports	0	0	0	0	0	0	
25	Unaccompanied School Children	0	0	0	0	0	0	
26	Other - not detailed	0	0	641	2	641	2	100.0%
27	Skiing Fare Paid Separately	0	0	0	0	0	0	
28	Skiing Hotel	0	0	0	0	0	0	
29	Skiing Self Catering	0	0	0	0	0	0	
<b>LEISURE TOTAL</b>		<b>3,280</b>	<b>7</b>	<b>1,182</b>	<b>4</b>	<b>4,463</b>	<b>11</b>	<b>26.5%</b>
<b>Total answered</b>		<b>3,280</b>	<b>7</b>	<b>1,552</b>	<b>5</b>	<b>4,833</b>	<b>12</b>	<b>32.1%</b>
Business percentage		0.0%	0.0%	23.8%	20.0%	7.7%	8.3%	
Leisure percentage		100.0%	100.0%	76.2%	80.0%	92.3%	91.7%	



## Itinerary

Place of Residence	Elsewhere 2001		Western Isles 2001		Total 2001		WI percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Onward destination							
LHR Heathrow	1,817	2	0	0	1,817	2	0.0%
CWL Cardiff	0	0	370	1	370	1	100.0%
<b>INTERLINE</b>	<b>1,817</b>	<b>2</b>	<b>370</b>	<b>1</b>	<b>2,187</b>	<b>3</b>	<b>16.9%</b>
Strathclyde	1,463	5	912	3	2,375	8	38.4%
Dumfries and Galloway	0	0	271	1	271	1	100.0%
<b>LOCAL</b>	<b>1,463</b>	<b>5</b>	<b>1,182</b>	<b>4</b>	<b>2,646</b>	<b>9</b>	<b>44.7%</b>
<b>TOTAL</b>	<b>3,280</b>	<b>7</b>	<b>1,552</b>	<b>5</b>	<b>4,833</b>	<b>12</b>	<b>32.1%</b>

## Length of Stay

Place of Residence	Elsewhere 2001		Western Isles 2001		Total 2001		WI percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Length of stay							
Not answered	1,817	2	370	1	2,187	3	16.9%
4-8 hours							
8-20 hours			370	1	370	1	100.0%
1 day							
2 days							
3 days							
4 days							
5 days							
6 days	596	2	271	1	867	3	
7 days	326	1			326	1	0.0%
8-14 days	542	2	542	2	1,083	4	50.0%
15-21 days							
22 days plus							
<b>Total answered</b>	<b>1,463</b>	<b>5</b>	<b>1,182</b>	<b>4</b>	<b>2,646</b>	<b>9</b>	<b>44.7%</b>
Percentage of trips of one day or less	0.0%	0.0%	31.3%	25.0%	14.0%	11.1%	

## Price paid for round trip ticket

Place of Residence	Elsewhere 2001		Western Isles 2001		Total 2001		WI percent	
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews		
Price paid for round trip ticket								
Not answered	3,280	7	641	2	3,921	9	16.3%	
£1-£25								
£26-£50								
£51-£75								
£76-£100								
£101-£125								
£126-£150			271	1	271	1	100.0%	
£151-£175			641	2	641	2	100.0%	
£176-£200								
£201-£225								
£226-£250								
£251-£275								
£276-£300								
£302-£325								
£326-£350								
£351 plus								
<b>Total answered</b>	<b>0</b>	<b>0</b>	<b>912</b>	<b>3</b>	<b>912</b>	<b>3</b>	<b>100.0%</b>	
Total revenue £		0		464		464	464	100.0%
Average fare paid £				154.67		154.67	154.67	100.0%
Maximum fare per round trip 2001 £		183.00		183.00		183.00	183.00	
Average Fare as % of Maximum fare				84.5%		84.5%	84.5%	

█ Fares greater than the maximum advertised fare

A&TC, HITRANS - February 2004

## XII

## Glasgow to Campbeltown

GLA CAL

## Summary Route Data

Source: CAA Passenger Survey

Total Passengers on route in 2001, according to HIAL	8,100	Average per week 2001/2002	156
Average November 2001 week	136	Ratio November - average	0.87

## Schedule Nov. 2001

GLA		CAL				Average number of 'local' passengers November 2001					Sat	Sun
						Mon	Tue	Wed	Thu	Fri		
8843 DHT	0910	0950	0	12345--		4.3	3.7	5.8	4.0	4.0		
8847 DHT	1630	1710	0	12345--		10.0	8.5	6.0	8.8	11.0		
Daily and weekly average, November 2001					66.1	14.3	12.2	11.8	12.8	15.0		

CAL		GLA				Average number of 'local' passengers November 2001					Sat	Sun
						Mon	Tue	Wed	Thu	Fri		
8844 DHT	1010	1050	0	12345--		13.0	9.8	9.8	6.0	7.4		
8848 DHT	1730	1810	0	12345--		3.8	4.0	6.3	4.6	5.4		
Daily and weekly average, November 2001					70.1	16.8	13.8	16.1	10.6	12.8		

## Journey Purpose

Place of Residence		Elsewhere 2001		Argyll & Bute 2001		Total 2001		A&B percent
Code	Purpose	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
2	Business - not detailed	496	1	0	0	496	1	0.0%
3	Attending Internal Company Business	1,966	1	0	0	1,966	1	0.0%
4	Meetings with Customers outside the Company	0	0	0	0	0	0	
5	Conference/Congress	0	0	0	0	0	0	
6	Trade Fair/Exhibition	0	0	0	0	0	0	
7	Armed Services	0	0	0	0	0	0	
8	Airline Staff (positioning)	0	0	0	0	0	0	
9	Contract Home Leave	0	0	0	0	0	0	
10	Overseas Employment - Less Than 12 Months	0	0	0	0	0	0	
11	Overseas Employment - 12 Months Or More	0	0	0	0	0	0	
12	Studies Paid By Employer - Formal Academic Course	0	0	0	0	0	0	
13	Studies Paid By Employer - Other	0	0	0	0	0	0	
14	Au Pair	0	0	0	0	0	0	
15	Accompanying Passenger on Business	0	0	0	0	0	0	
<b>BUSINESS TOTAL</b>		<b>2,462</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>2,462</b>	<b>2</b>	<b>0.0%</b>
16	Holiday Fare Paid Separately	0	0	986	1	986	1	100.0%
17	Holiday It/Package - Hotel	0	0	0	0	0	0	
18	Holiday It/Package - Self Catering	0	0	0	0	0	0	
19	Holiday It/Package - Cruise	0	0	0	0	0	0	
20	Visiting Friends And Relatives	3332	5	302	2	3633	7	8.3%
21	Migration	0	0	0	0	0	0	
22	Studies Private/Grants - Formal Academic Course	0	0	0	0	0	0	
23	Studies Private/Grants - Other	0	0	0	0	0	0	
24	Cultural Sports	184	1	0	0	184	1	0.0%
25	Unaccompanied School Children	0	0	0	0	0	0	
26	Other - not detailed	0	0	444	1	444	1	100.0%
27	Skiing Fare Paid Separately	0	0	0	0	0	0	
28	Skiing Hotel	0	0	0	0	0	0	
29	Skiing Self Catering	0	0	0	0	0	0	
<b>LEISURE TOTAL</b>		<b>3,515</b>	<b>6</b>	<b>1,731</b>	<b>4</b>	<b>5,246</b>	<b>10</b>	<b>33.0%</b>
<b>Total answered</b>		<b>5,977</b>	<b>8</b>	<b>1,731</b>	<b>4</b>	<b>7,708</b>	<b>12</b>	<b>22.5%</b>

Business percentage	41.2%	25.0%	0.0%	0.0%	31.9%	16.7%
Leisure percentage	58.8%	75.0%	100.0%	100.0%	68.1%	83.3%

## Itinerary

Place of Residence	Elsewhere 2001		Argyll & Bute 2001		Total 2001		A&B percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
<b>Onward destination</b>							
INV Inverness	1,966	1	0	0	1,966	1	0.0%
Other UK	444	1	118	1	562	2	21.0%
North America	118	1	0	0	118	1	0.0%
<b>INTERLINE</b>	<b>2,528</b>	<b>3</b>	<b>118</b>	<b>1</b>	<b>2,646</b>	<b>4</b>	<b>4.5%</b>
Strathclyde	3,450	5	627	2	4,077	7	15.4%
Lothian	0	0	986	1	986	1	100.0%
<b>LOCAL</b>	<b>3,450</b>	<b>5</b>	<b>1,613</b>	<b>3</b>	<b>5,063</b>	<b>8</b>	<b>31.9%</b>
<b>TOTAL</b>	<b>5,977</b>	<b>8</b>	<b>1,731</b>	<b>4</b>	<b>7,708</b>	<b>12</b>	<b>22.5%</b>

## Length of Stay

Place of Residence	Length of stay	Elsewhere 2001		Argyll & Bute 2001		Total 2001		A&B percent
		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
	Not answered	2,528	3	118	1	2,646	4	4.5%
	4-8 hours	496	1	444	1	940	2	47.2%
	8-20 hours							
	1 day	184	1	184	1	367	2	50.0%
	2 days							
	3 days							
	4 days	1,137	1			1,137	1	0.0%
	5 days			986	1	986	1	100.0%
	6 days							
	7 days							
	8-14 days	1,633	2			1,633	2	0.0%
	15-21 days							
	22 days plus							
	<b>Total answered</b>	<b>3,450</b>	<b>5</b>	<b>1,613</b>	<b>3</b>	<b>5,063</b>	<b>8</b>	<b>31.9%</b>
Percentage of trips of one day or less		19.7%	40.0%	38.9%	66.7%	25.8%	50.0%	

## Price paid for round trip ticket

Place of Residence	Price paid for round trip ticket	Elsewhere 2001		Argyll & Bute 2001		Total 2001		A&B percent
		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
	Not answered	3,024	4	302	2	3,325	6	9.1%
	£1-£25			444	1	444	1	
	£26-£50							
	£51-£75	1,137	1	986	1	2,123	2	46.4%
	£76-£100	1,137	1			1,137	1	0.0%
	£101-£125	680	2			680	2	0.0%
	£126-£150							
	£151-£175							
	£176-£200							
	£201-£225							
	£226-£250							
	£251-£275							
	£276-£300							
	£302-£325							
	£326-£350							
	£351 plus							
	<b>Total answered</b>	<b>2,954</b>	<b>4</b>	<b>1,430</b>	<b>2</b>	<b>4,383</b>	<b>6</b>	<b>32.6%</b>
	Total revenue £		377		76		453	440
	Average fare paid £		94.25		38.00		75.50	88.00
	Maximum fare per round trip 2001 £		116.00		116.00		116.00	116.00
	Average Fare as % of Maximum fare		81.3%		32.8%		65.1%	75.9%

█ Fares greater than the maximum advertised fare

## XIII

## Glasgow to Inverness

GLA INV

## Summary Route Data

Source: CAA Passenger Survey

Total Passengers on route in 2001, according to HIAL	26,000	Average per week 2001/2002	500
Average November 2001 week	539	Ratio November - average	1.08

## Schedule Nov. 2001

GLA INV

## Average number of 'local' passengers November 2001

				Mon	Tue	Wed	Thu	Fri	Sat	Sun	
8911 SF3	0850	0940	0	----	6-				6.0		
8911 SF3	0900	0955	0	12345--							
8915 SH6	1140	1240	0	12345--	17.3	13.3	15.0	9.3	9.0		
8915 SF3	1140	1230	0	----	10.3	9.8	9.8	8.7	10.8		
8919 SH6	1930	2030	0	12345-7	20.8	21.5	18.8	25.4	19.4	8.5	
Daily and weekly average, November 2001				247.0	48.4	44.6	43.6	43.4	39.2	6.0	21.8

INV GLA

## Average number of 'local' passengers November 2001

				Mon	Tue	Wed	Thu	Fri	Sat	Sun	
8910 SH6	0700	0755	0	123456-	25.5	18.5	9.0	10.4	13.2	8.0	
8916 SH6	1540	1635	0	12345--	16.5	15.8	23.3	23.4	29.2		
8918 SF3	1600	1650	0	----					9.5		
8916 SF3	1630	1720	0	----						18.8	
8918 SF3	1730	1825	0	12345--	13.3	10.8	17.0	10.0	20.2		
Daily and weekly average, November 2001				292.4	55.3	45.1	49.3	43.8	62.6	17.5	18.8

## Journey Purpose

Code	Purpose	Elsewhere 2001		Highlands & Islands 2001		Total 2001		H&I percent
		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
2	Business - not detailed	618	19	179	5	796	24	22.4%
3	Attending Internal Company Business	3,220	61	709	15	3,930	76	18.1%
4	Meetings with Customers outside the Company	2,474	73	457	15	2,931	88	15.6%
5	Conference/Congress	1,521	11	1,279	15	2,800	26	45.7%
6	Trade Fair/Exhibition	30	1	0	0	30	1	0.0%
7	Armed Services	593	9	145	5	739	14	19.7%
8	Airline Staff (positioning)	40	1	0	0	40	1	0.0%
9	Contract Home Leave	128	3	126	1	254	4	49.7%
10	Overseas Employment - Less Than 12 Months	33	1	87	5	120	6	72.9%
11	Overseas Employment - 12 Months Or More	88	4	144	3	231	7	62.1%
12	Studies Paid By Employer - Formal Academic Course	21	1	0	0	21	1	0.0%
13	Studies Paid By Employer - Other	0	0	45	2	45	2	100.0%
14	Au Pair	0	0	0	0	0	0	
15	Accompanying Passenger on Business	2,503	8	1,182	6	3,685	14	32.1%
<b>BUSINESS TOTAL</b>		<b>11,268</b>	<b>192</b>	<b>4,353</b>	<b>72</b>	<b>15,621</b>	<b>264</b>	<b>27.9%</b>
16	Holiday Fare Paid Separately	1,371	9	148	3	1,518	12	9.7%
17	Holiday It/Package - Hotel	139	4	0	1	139	4	0.3%
18	Holiday It/Package - Self Catering	69	4	33	1	102	5	32.1%
19	Holiday It/Package - Cruise	0	0	0	0	0	0	
20	Visiting Friends And Relatives	1,424	28	245	8	1,669	36	14.7%
21	Migration	0	0	0	0	0	0	
22	Studies Private/Grants - Formal Academic Course	0	0	0	0	0	0	
23	Studies Private/Grants - Other	0	0	0	0	0	0	
24	Cultural Sports	0	0	126	1	126	1	100.0%
25	Unaccompanied School Children	0	0	63	2	63	2	100.0%
26	Other - not detailed	0	0	0	0	0	0	
27	Skiing Fare Paid Separately	0	0	0	0	0	0	
28	Skiing Hotel	0	0	0	0	0	0	
29	Skiing Self Catering	0	0	0	0	0	0	
<b>LEISURE TOTAL</b>		<b>3,003</b>	<b>44</b>	<b>615</b>	<b>16</b>	<b>3,618</b>	<b>60</b>	<b>17.0%</b>
<b>Total answered</b>		<b>14,271</b>	<b>236</b>	<b>4,968</b>	<b>88</b>	<b>19,238</b>	<b>324</b>	<b>25.8%</b>
Business percentage		79.0%	81.4%	87.6%	81.8%	81.2%	81.5%	
Leisure percentage		21.0%	18.6%	12.4%	18.2%	18.8%	18.5%	

## Itinerary GLA - INV

Place of Residence	Elsewhere 2001		Highlands & Islands 2001		Total 2001		H&I percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
BRS Bristol	2,594	2	526	1	3,120	3	16.9%
MAN Manchester	82	1	2,773	2	2,855	3	97.1%
BHX Birmingham	518	2	1,561	2	2,079	4	75.1%
LHR Heathrow	1,321	2	389	1	1,710	3	22.7%
LGW Gatwick	265	1	537	1	802	2	66.9%
SOU Southampton	757	1	0	0	757	1	0.0%
Other UK	309	1	309	1	617	2	50.0%
MLA Malta	4,203	1	0	0	4,203	1	0.0%
DUB Dublin	2,243	2	752	1	2,995	3	25.1%
Other Europe	0	0	828	3	828	3	100.0%
<b>INTERLINE</b>	<b>12,291</b>	<b>13</b>	<b>7,674</b>	<b>12</b>	<b>19,965</b>	<b>25</b>	<b>38.4%</b>
Strathclyde	1,223	3	265	1	1,488	4	17.8%
<b>LOCAL</b>	<b>1,223</b>	<b>3</b>	<b>265</b>	<b>1</b>	<b>1,488</b>	<b>4</b>	<b>17.8%</b>
<b>TOTAL</b>	<b>13,513</b>	<b>16</b>	<b>7,940</b>	<b>13</b>	<b>21,453</b>	<b>29</b>	<b>37.0%</b>

## Itinerary INV - GLA

Place of Residence	Elsewhere 2001		Highlands & Islands 2001		Total 2001		O & S percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
<b>INTERLINE</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
Highland and Islands	16,968	183	4,954	74	21,923	257	22.6%
Grampian	3,687	35	0	0	3,687	35	0.0%
Lothian	42	1	0	0	42	1	0.0%
Other UK	35	1	0	0	35	1	0.0%
<b>LOCAL</b>	<b>20,733</b>	<b>220</b>	<b>4,954</b>	<b>74</b>	<b>25,687</b>	<b>294</b>	<b>19.3%</b>
<b>TOTAL</b>	<b>20,733</b>	<b>220</b>	<b>4,954</b>	<b>74</b>	<b>25,687</b>	<b>294</b>	<b>19.3%</b>

## Length of Stay

Place of Residence	Elsewhere 2001		Highlands & Islands 2001		Total 2001		H&I percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Length of stay							
Not answered	10,859	67	5,454	26	16,313	93	33.4%
4-8 hours	21	1			21	1	0.0%
8-20 hours	177	4			177	4	0.0%
1 day	1,110	29	175	8	1,285	37	13.6%
2 days	1,123	26	358	13	1,480	39	24.2%
3 days	879	14	84	3	963	17	8.7%
4 days	547	6	169	5	716	11	23.6%
5 days	276	8	28	1	304	9	9.3%
6 days	1,009	3			1,009	3	0.0%
7 days	374	8			374	8	0.0%
8-14 days	81	4	18	1	98	5	17.9%
15-21 days	83	2			83	2	0.0%
22 days plus	584	5	161	8	746	13	21.6%
<b>Total answered</b>	<b>6,264</b>	<b>110</b>	<b>993</b>	<b>39</b>	<b>7,257</b>	<b>149</b>	<b>13.7%</b>
Percentage of trips of one day or less	20.9%	30.9%	17.6%	20.5%	20.4%	28.2%	

## Price paid for round trip ticket

Place of Residence	Elsewhere 2001		Highlands & Islands 2001		Total 2001		H&I percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Price paid for round trip ticket							
Not answered	15,978	212	6,281	80	22,260	292	28.2%
£1-£25							
£26-£50	59	3			59	3	37.5%
£51-£75	35	1	21	1	56	2	11.5%
£76-£100	242	5	32	2	274	7	100.0%
£101-£125			58	2	58	2	
£126-£150							
£151-£175	49	2	21	1	70	3	29.7%
£176-£200	759	13	35	1	794	14	4.4%
£201-£225							
£226-£250							
£251-£275							
£276-£300							
£302-£325							
£326-£350							
£351 plus							
<b>Total answered</b>	<b>1,145</b>	<b>24</b>	<b>166</b>	<b>7</b>	<b>1,311</b>	<b>31</b>	<b>12.6%</b>
Total revenue £		3,387		816	4,203	3,739	19.6%
Average fare paid £		141.13		116.57	135.58	133.54	86.6%
Maximum fare per round trip 2001 £		163.00		163.00	163.00	163.00	
Average Fare as % of Maximum fare		86.6%		71.5%	83.2%	81.9%	

█ Fares greater than the maximum advertised fare

## XIV

## Glasgow to Islay

GLA ILY

## Summary Route Data

Source: CAA Passenger Survey

Total Passengers on route in 2001, according to HIAL	19,300	Average per week 2001/2002	371
Average November 2001 week	387	Ratio November - average	1.04

## Schedule Nov. 2001

		GLA	ILY			Average number of 'local' passengers November 2001						
						Mon	Tue	Wed	Thu	Fri	Sat	Sun
8921	SH6	0910	0950	0	123456-	17.0	13.5	17.0	14.2	16.6	11.0	
8927	SH6	1710	1750	0	12345--	24.3	13.8	18.3	23.0	24.2		
Daily and weekly average, November 2001						192.9	41.3	27.3	35.3	37.2	40.8	11.0

		ILY	GLA			Average number of 'local' passengers November 2001						
						Mon	Tue	Wed	Thu	Fri	Sat	Sun
8922	SH6	1010	1050	0	123456-	31.5	19.3	20.5	17.2	19.2	9.5	
8928	SH6	1810	1850	0	12345--	14.7	12.0	21.0	14.8	14.6		
Daily and weekly average, November 2001						194.3	46.2	31.3	41.5	32.0	33.8	9.5

## Journey Purpose

Code	Purpose	Argyll and Bute 2001		Elsewhere 2001		Total 2001		O & S percent
		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
2	Business - not detailed	0	0	2,278	3	2,278	3	100.0%
3	Attending Internal Company Business	1,795	3	1,001	3	2,796	6	35.8%
4	Meetings with Customers outside the Company	0	0	1,417	4	1,417	4	100.0%
5	Conference/Congress	0	0	0	0	0	0	
6	Trade Fair/Exhibition	0	0	0	0	0	0	
7	Armed Services	0	0	0	0	0	0	
8	Airline Staff (positioning)	0	0	0	0	0	0	
9	Contract Home Leave	0	0	0	0	0	0	
10	Overseas Employment - Less Than 12 Months	0	0	0	0	0	0	
11	Overseas Employment - 12 Months Or More	0	0	0	0	0	0	
12	Studies Paid By Employer - Formal Academic Course	0	0	0	0	0	0	
13	Studies Paid By Employer - Other	0	0	0	0	0	0	
14	Au Pair	0	0	0	0	0	0	
15	Accompanying Passenger on Business	0	0	0	0	0	0	
<b>BUSINESS TOTAL</b>		<b>1,795</b>	<b>3</b>	<b>4,696</b>	<b>10</b>	<b>6,491</b>	<b>13</b>	<b>72.3%</b>
16	Holiday Fare Paid Separately	0	0	321	1	321	1	100.0%
17	Holiday It/Package - Hotel	0	0	2,246	7	2,246	7	100.0%
18	Holiday It/Package - Self Catering	0	0	0	0	0	0	
19	Holiday It/Package - Cruise	0	0	0	0	0	0	
20	Visiting Friends And Relatives	4,070	4	586	2	4,656	6	12.6%
21	Migration	0	0	0	0	0	0	
22	Studies Private/Grants - Formal Academic Course	0	0	0	0	0	0	
23	Studies Private/Grants - Other	0	0	0	0	0	0	
24	Cultural Sports	0	0	0	0	0	0	
25	Unaccompanied School Children	0	0	0	0	0	0	
26	Other - not detailed	3,611	6	0	0	3,611	6	0.0%
27	Skiing Fare Paid Separately	0	0	0	0	0	0	
28	Skiing Hotel	0	0	0	0	0	0	
29	Skiing Self Catering	0	0	0	0	0	0	
<b>LEISURE TOTAL</b>		<b>7,681</b>	<b>10</b>	<b>3,153</b>	<b>10</b>	<b>10,834</b>	<b>20</b>	<b>29.1%</b>
<b>Grand Total</b>		<b>9,476</b>	<b>13</b>	<b>7,849</b>	<b>20</b>	<b>17,325</b>	<b>33</b>	<b>45.3%</b>
Business percentage		18.9%	23.1%	59.8%	50.0%	37.5%	39.4%	
Leisure percentage		81.1%	76.9%	40.2%	50.0%	62.5%	60.6%	

## Itinerary

Place of Residence	Argyll and Bute 2001		Elsewhere where 2001		Total 2001		O & S percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
LHR Heathrow	2,067	2	0	0	2,067	2	0.0%
SOU Southampton	211	1	1,593	1	1,804	2	88.3%
LTN Luton	321	1	0	0	321	1	0.0%
<b>INTERLINE</b>	<b>2,599</b>	<b>4</b>	<b>1,593</b>	<b>1</b>	<b>4,191</b>	<b>5</b>	<b>62.0%</b>
Strathclyde	3,435	10	7,883	12	11,317	22	69.7%
Lothian	1,604	2	0	0	1,604	2	0.0%
Central	211	1	0	0	211	1	0.0%
<b>LOCAL</b>	<b>5,250</b>	<b>13</b>	<b>7,883</b>	<b>12</b>	<b>13,133</b>	<b>25</b>	<b>60.0%</b>
<b>TOTAL</b>	<b>7,849</b>	<b>17</b>	<b>9,475</b>	<b>13</b>	<b>17,324</b>	<b>30</b>	<b>54.7%</b>

## Length of stay

Place of Residence	Argyll and Bute 2001		Elsewhere where 2001		Total 2001		Argyll percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Not answered	1,593	1	2,599	4	4,191	5	62.0%
4-8 hours	2,815	4	416	1	3,231	5	12.9%
8-20 hours	380	1	1,001	3	1,381	4	72.5%
1 day	1,020	1	790	2	1,810	3	43.7%
2 days	416	1			416	1	0.0%
3 days			2,300	7	2,300	7	100.0%
4 days			321	1	321	1	100.0%
5 days	510	1			510	1	0.0%
6 days							
7 days	1,593	1	211	1	1,804	2	11.7%
8-14 days	416	1			416	1	0.0%
15-21 days	375	1	211	1	586	2	36.0%
22 days plus	360	1			360	1	0.0%
<b>Total answered</b>	<b>7,883</b>	<b>12</b>	<b>5,250</b>	<b>16</b>	<b>13,133</b>	<b>28</b>	<b>40.0%</b>

Percentage of trips of one day or less	53.5%	50.0%	42.0%	37.5%	48.9%	42.9%
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## Price paid for round trip ticket

Place of Residence	Argyll and Bute 2001		Elsewhere where 2001		Total 2001		Argyll percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Not answered	4,408	5	4,625	8	9,033	13	48.8%
£1-£25	416	1			416	1	
£26-£50							
£51-£75	885	2	375	1	1,260	3	70.2%
£76-£100	1,593	1	532	2	2,124	3	75.0%
£101-£125	2,175	4			2,175	4	100.0%
£126-£150			2,317	6	2,317	6	0.0%
£151-£175							
£176-£200							
£201-£225							
£226-£250							
£251-£275							
£276-£300							
£302-£325							
£326-£350							
£351 plus							
<b>Total answered</b>	<b>5,068</b>	<b>8</b>	<b>3,224</b>	<b>9</b>	<b>8,291</b>	<b>17</b>	<b>61.1%</b>
Total revenue £		679		1,067	1,746	1,733	38.3%
Average fare paid £		84.88		118.56	102.71	108.31	81.3%

Maximum fare per round trip 2001 £	132.00	132.00	132.00	132.00
Average Fare as % of Maximum fare	64.3%	89.8%	77.8%	82.1%

█ Fares greater than the maximum advertised fare





## Itinerary

Place of Residence Onward destination	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
<b>INTERLINE</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Strathclyde	82	1	163	2	245	3	66.7%
<b>LOCAL</b>	<b>82</b>	<b>1</b>	<b>163</b>	<b>2</b>	<b>245</b>	<b>3</b>	<b>66.7%</b>
<b>TOTAL</b>	<b>82</b>	<b>1</b>	<b>163</b>	<b>2</b>	<b>245</b>	<b>3</b>	<b>66.7%</b>

## Length of Stay

Place of Residence Length of stay	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Not answered							
4-8 hours							
8-20 hours							
1 day	82	1			82	1	0.0%
2 days							
3 days							
4 days							
5 days			82	1	82	1	100.0%
6 days							
7 days			82	1	82	1	100.0%
8-14 days							
15-21 days							
22 days plus							
<b>Total answered</b>	<b>82</b>	<b>1</b>	<b>163</b>	<b>2</b>	<b>245</b>	<b>3</b>	<b>66.7%</b>
Percentage of trips of one day or less	100.0%	100.0%	0.0%	0.0%	33.3%	33.3%	

## Price paid for round trip ticket

Place of Residence Price paid for round trip ticket	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Not answered							
£1-£25							
£26-£50							
£51-£75							
£76-£100							
£101-£125							
£126-£150							
£151-£175							
£176-£200							
£201-£225			82	1	82	1	100.0%
£226-£250			82	1	82	1	100.0%
£251-£275							
£276-£300							
£302-£325							
£326-£350	82	1			82	1	0.0%
£351 plus							
<b>Total answered</b>	<b>82</b>	<b>1</b>	<b>163</b>	<b>2</b>	<b>245</b>	<b>3</b>	<b>66.7%</b>
Total revenue £		338		451		789	789
Average fare paid £		338.00		225.50		263.00	263.00
Maximum fare per round trip 2001 £		328.00		328.00		328.00	328.00
Average Fare as % of Maximum fare		103.0%		68.8%		80.2%	80.2%

█ Fares greater than the maximum advertised fare

Total Passengers on route in 2001, according to HIAL	12,500	Average per week 2001/2002	240
Average November 2001 week	246	Ratio November - average	1.02

## Schedule Nov. 2001

GLA		LSI		Average number of 'local' passengers November 2001							
				Mon	Tue	Wed	Thu	Fri	Sat	Sun	
8911 SF3	0850	1150	INV/KOI ----6-						2.9		
8911 SF3	0900	1215	INV/KOI 12345--	4.3	3.5	3.5	2.8	3.0			
8915 SF3	1140	1400	INV -----7							4.3	
8776 ATP	1350	1610	ABZ 12345--	21.1	18.8	12.7	15.3	15.1			
8778 ATP	1440	1700	ABZ -----7							20.4	
Daily and weekly average, November 2001				127.6	25.4	22.3	16.2	18.1	18.1	2.9	24.7

LSI		GLA		Average number of 'local' passengers November 2001							
				Mon	Tue	Wed	Thu	Fri	Sat	Sun	
8775 ATP	1115	1335	ABZ 12345--	15.8	14.3	14.3	18.9	18.2			
8918 SF3	1350	1650	KOI/INV ----6-						3.9		
8916 SF3	1450	1720	INV -----7							3.8	
8777 ATP	1500	1725	ABZ -----7							15.2	
8918 SF3	1510	1825	KOI/INV 12345--	3.7	2.5	2.5	2.6	2.5			
Daily and weekly average, November 2001				118.3	19.5	16.8	16.8	21.5	20.7	3.9	19.0

## Journey Purpose

Place of Residence		Elsewhere		Shetland & Orkney		Total		S&O percent
Code	Purpose	2001 Passengers	Interviews	2001 Passengers	Interviews	2001 Passengers	Interviews	
2	Business - not detailed	1,505	11	33	1	1,538	12	2.1%
3	Attending Internal Company Business	76	2	254	2	330	4	77.0%
4	Meetings with Customers outside the Company	179	3	0	0	179	3	0.0%
5	Conference/Congress	0	0	282	3	282	3	100.0%
6	Trade Fair/Exhibition	167	2	0	0	167	2	0.0%
7	Armed Services	0	0	0	0	0	0	
8	Airline Staff (positioning)	0	0	43	1	43	1	100.0%
9	Contract Home Leave	384	1	0	0	384	1	0.0%
10	Overseas Employment - Less Than 12 Months	1,224	1	0	0	1,224	1	0.0%
11	Overseas Employment - 12 Months Or More	0	0	115	1	115	1	100.0%
12	Studies Paid By Employer - Formal Academic Course	0	0	43	1	43	1	100.0%
13	Studies Paid By Employer - Other	0	0	0	0	0	0	
14	Au Pair	0	0	0	0	0	0	
15	Accompanying Passenger on Business	0	0	0	0	0	0	
<b>BUSINESS TOTAL</b>		<b>3,535</b>	<b>20</b>	<b>769</b>	<b>9</b>	<b>4,304</b>	<b>29</b>	<b>17.9%</b>
16	Holiday Fare Paid Separately	759	4	1,542	7	2,302	11	67.0%
17	Holiday It/Package - Hotel	90	1	419	4	509	5	82.3%
18	Holiday It/Package - Self Catering	0	0	0	0	0	0	
19	Holiday It/Package - Cruise	0	0	0	0	0	0	
20	Visiting Friends And Relatives	1,982	16	1,302	13	3,283	29	39.6%
21	Migration	0	0	0	0	0	0	
22	Studies Private/Grants - Formal Academic Course	0	0	0	0	0	0	
23	Studies Private/Grants - Other	0	0	0	0	0	0	
24	Cultural Sports	0	0	52	1	52	1	100.0%
25	Unaccompanied School Children	0	0	0	0	0	0	
26	Other - not detailed	0	0	0	0	0	0	
27	Skiing Fare Paid Separately	0	0	0	0	0	0	
28	Skiing Hotel	0	0	0	0	0	0	
29	Skiing Self Catering	0	0	0	0	0	0	
<b>LEISURE TOTAL</b>		<b>2,831</b>	<b>21</b>	<b>3,314</b>	<b>25</b>	<b>6,146</b>	<b>46</b>	<b>53.9%</b>
<b>Total answered</b>		<b>6,366</b>	<b>41</b>	<b>4,083</b>	<b>34</b>	<b>10,450</b>	<b>75</b>	<b>39.1%</b>
Business percentage		55.5%	48.8%	18.8%	26.5%	41.2%	38.7%	
Leisure percentage		44.5%	51.2%	81.2%	73.5%	58.8%	61.3%	

## Itinerary

Place of Residence		Elsewhere		Shetland & Orkney		Total		S&O percent
		2001		2001		2001		
Onward destination		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
LHR	Heathrow	1,257	2	115	1	1,371	3	8.4%
BHX	Birmingham	123	2	249	2	372	4	67.0%
	Other UK	1,616	11	254	2	1,870	13	13.6%
	Other Europe	776	2	746	3	1,523	5	49.0%
	North America	606	2	0	0	606	2	0.0%
<b>INTERLINE</b>		<b>4,377</b>	<b>19</b>	<b>1,364</b>	<b>8</b>	<b>5,741</b>	<b>27</b>	<b>23.8%</b>
	Strathclyde	1,946	21	2,220	22	4,166	43	53.3%
	Grampian	0	0	218	1	218	1	100.0%
	Central	0	0	147	2	147	2	100.0%
	Fife	0	0	134	1	134	1	100.0%
	Other UK	43	1	0	0	43	1	0.0%
<b>LOCAL</b>		<b>1,989</b>	<b>22</b>	<b>2,719</b>	<b>26</b>	<b>4,708</b>	<b>48</b>	<b>57.8%</b>
<b>TOTAL</b>		<b>6,366</b>	<b>41</b>	<b>4,083</b>	<b>34</b>	<b>10,450</b>	<b>75</b>	<b>39.1%</b>

## Length of Stay

Place of Residence		Elsewhere		Shetland & Orkney		Total		S&O percent
		2001		2001		2001		
Length of stay		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Not answered		4,510	22	1,364	8	5,874	30	23.2%
4-8 hours								
8-20 hours								
	1 day	129	3			129	3	0.0%
	2 days			467	3	467	3	100.0%
	3 days	427	2	52	1	479	3	10.8%
	4 days	285	2	52	1	337	3	15.4%
	5 days	43	1	147	3	190	4	77.3%
	6 days			190	3	190	3	100.0%
	7 days	417	4	800	3	1,217	7	65.7%
	8-14 days	174	3	548	7	723	10	75.9%
	15-21 days	169	4	210	3	379	7	55.4%
	22 days plus	211	1	254	2	465	3	54.6%
<b>Total answered</b>		<b>1,856</b>	<b>20</b>	<b>2,719</b>	<b>26</b>	<b>4,575</b>	<b>46</b>	<b>59.4%</b>
Percentage of trips of one day or less		7.0%	15.0%	0.0%	0.0%	2.8%	6.5%	

## Price paid for round trip ticket

Place of Residence		Elsewhere		Shetland & Orkney		Total		S&O percent
		2001		2001		2001		
Price paid for round trip ticket		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Not answered		5,639	30	1,658	11	7,297	41	22.7%
£1-£25								
£26-£50								
£51-£75								
£76-£100				52	1	52	1	100.0%
£101-£125								
£126-£150				76	2	76	2	100.0%
£151-£175		453	5	625	7	1,079	12	58.0%
£176-£200		147	3	1,216	6	1,363	9	89.2%
£201-£225		52	1	127	3	179	4	71.1%
£226-£250		33	1	43	1	76	2	56.9%
£251-£275				244	2	244	2	100.0%
£276-£300								
£302-£325								
£326-£350								
£351 plus		43	1	43	1	86	2	50.0%
<b>Total answered</b>		<b>727</b>	<b>11</b>	<b>2,426</b>	<b>23</b>	<b>3,153</b>	<b>34</b>	<b>76.9%</b>
Total revenue £			1,830		4,762		6,592	66.8%
Average fare paid £			166.36		207.04		193.88	98.8%
Maximum fare per round trip 2001 £			386.00		386.00		386.00	386.00
Average Fare as % of Maximum fare			43.1%		53.6%		50.2%	50.2%

█ Fares greater than the maximum advertised fare

## XVII

## Glasgow to Stornoway

GLA SY Y

## Summary Route Data

Source: CAA Passenger Survey

Total Passengers on route in 2001, according to HIAL	47,400	Average per week 2001/2002	912
Average November 2001 week	769	Ratio November - average	0.84

## Schedule Nov. 2001

## Average number of 'local' passengers November 2001

	GLA	SY Y			Mon	Tue	Wed	Thu	Fri	Sat	Sun
8821 ATP	0910	1010	0	123456-	48.0	23.3	28.3	22.2	30.6	32.0	
8823 ATP	1530	1630	0	12345--	47.6	25.8	28.3	33.2	44.2		
Daily and weekly average, November 2001					363.5	95.6	49.1	56.6	55.4	74.8	32.0

## Average number of 'local' passengers November 2001

	SY Y	GLA			Mon	Tue	Wed	Thu	Fri	Sat	Sun
8822 ATP	1040	1140	0	123456-	47.8	24.8	30.5	43.2	35.4	39.5	
8824 ATP	1705	1805	0	12345--	33.3	28.5	46.0	36.6	40.2		
Daily and weekly average, November 2001					405.8	81.1	53.3	76.5	79.8	75.6	39.5

## Journey Purpose

Place of Residence		Elsewhere 2001		Western Isles 2001		Total 2001		WI percent
Code	Purpose	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
2	Business - not detailed	2,717	10	1,205	7	3,922	17	30.7%
3	Attending Internal Company Business	2,804	7	5,662	7	8,466	14	66.9%
4	Meetings with Customers outside the Company	1,665	6	925	3	2,589	9	35.7%
5	Conference/Congress	0	0	721	3	721	3	100.0%
6	Trade Fair/Exhibition	0	0	348	1	348	1	100.0%
7	Armed Services	83	1	0	0	83	1	0.0%
8	Airline Staff (positioning)	0	0	0	0	0	0	
9	Contract Home Leave	655	3	170	1	825	4	20.6%
10	Overseas Employment - Less Than 12 Months	393	1	83	1	477	2	17.5%
11	Overseas Employment - 12 Months Or More	0	0	348	1	348	1	100.0%
12	Studies Paid By Employer - Formal Academic Course	0	0	393	1	393	1	100.0%
13	Studies Paid By Employer - Other	0	0	393	1	393	1	100.0%
14	Au Pair	0	0	0	0	0	0	
15	Accompanying Passenger on Business	0	0	0	0	0	0	
<b>BUSINESS TOTAL</b>		<b>8,317</b>	<b>28</b>	<b>10,249</b>	<b>26</b>	<b>18,566</b>	<b>54</b>	<b>55.2%</b>
16	Holiday Fare Paid Separately	1,279	3	1,651	8	2,930	11	56.4%
17	Holiday It/Package - Hotel	170	1	665	3	835	4	79.7%
18	Holiday It/Package - Self Catering	170	1	0	0	170	1	0.0%
19	Holiday It/Package - Cruise	0	0	108	1	108	1	100.0%
20	Visiting Friends And Relatives	15,121	42	4,098	26	19,219	68	21.3%
21	Migration	0	0	0	0	0	0	
22	Studies Private/Grants - Formal Academic Course	367	1	83	1	450	2	18.5%
23	Studies Private/Grants - Other	0	0	0	0	0	0	
24	Cultural Sports	0	0	1,395	2	1,395	2	100.0%
25	Unaccompanied School Children	0	0	0	0	0	0	
26	Other - not detailed	0	0	1,215	6	1,215	6	100.0%
27	Skiing Fare Paid Separately	0	0	0	0	0	0	
28	Skiing Hotel	0	0	0	0	0	0	
29	Skiing Self Catering	0	0	0	0	0	0	
<b>LEISURE TOTAL</b>		<b>17,106</b>	<b>48</b>	<b>9,215</b>	<b>47</b>	<b>26,321</b>	<b>95</b>	<b>35.0%</b>
<b>Total answered</b>		<b>25,423</b>	<b>76</b>	<b>19,464</b>	<b>73</b>	<b>44,887</b>	<b>149</b>	<b>43.4%</b>
Business percentage		32.7%	36.8%	52.7%	35.6%	41.4%	36.2%	
Leisure percentage		67.3%	63.2%	47.3%	64.4%	58.6%	63.8%	

## Itinerary

Place of Residence		Elsewhere 2001		Western Isles 2001		Total 2001		WI percent
Onward destination		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
LHR	Heathrow	5,091	10	4,235	6	9,326	16	45.4%
SOU	Southampton	1,678	4	83	1	1,761	5	4.7%
BRS	Bristol	938	3	420	2	1,358	5	30.9%
MAN	Manchester	232	1	431	2	663	3	65.0%
CAL	Campbeltown	367	1	252	1	620	2	40.7%
	Other UK	1,038	7	911	8	1,949	15	46.7%
BRU	Brussels	1,327	3	0	0	1,327	3	0.0%
AMS	Amsterdam	0	0	518	2	518	2	100.0%
	Other Europe	618	2	192	2	809	4	23.7%
	North America	448	1	457	2	905	3	50.5%
	Other	108	1	448	1	556	2	80.5%
<b>INTERLINE</b>		<b>11,845</b>	<b>33</b>	<b>7,947</b>	<b>27</b>	<b>19,791</b>	<b>60</b>	<b>40.2%</b>
	Strathclyde	10,715	33	10,618	40	21,333	73	49.8%
	Lothian	422	2	282	2	704	4	40.1%
	Grampian	815	2	0	0	815	2	0.0%
	Dumfries and Galloway	609	1	0	0	609	1	0.0%
	Tayside	280	2	83	1	364	3	22.9%
	Fife	314	1	0	0	314	1	0.0%
	Central	252	1	0	0	252	1	0.0%
	Other UK	170	1	534	3	703	4	75.9%
<b>LOCAL</b>		<b>13,578</b>	<b>43</b>	<b>11,517</b>	<b>46</b>	<b>25,096</b>	<b>89</b>	<b>45.9%</b>
<b>TOTAL</b>		<b>25,423</b>	<b>76</b>	<b>19,464</b>	<b>73</b>	<b>44,887</b>	<b>149</b>	<b>43.4%</b>

## Length of stay

Place of Residence		Elsewhere 2001		Western Isles 2001		Total 2001		WI percent
Length of stay		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Not answered		11,845	34	8,144	31	19,989	65	40.7%
4-8 hours		1,213	5	232	1	1,445	6	16.1%
8-20 hours		314	1			314	1	0.0%
1 day		1,054	3	1,891	4	2,944	7	64.2%
2 days		1,237	4	1,511	4	2,748	8	55.0%
3 days		1,804	7	395	2	2,199	9	17.9%
4 days		1,384	5	563	2	1,947	7	28.9%
5 days		349	2	1,742	4	2,091	6	83.3%
6 days				795	3	795	3	100.0%
7 days		536	3	141	1	677	4	20.8%
8-14 days		2,381	8	2,512	13	4,894	21	51.3%
15-21 days		1,141	1	669	6	1,810	7	36.9%
22 days plus		2,164	5	870	5	3,033	10	28.7%
<b>Total answered</b>		<b>13,578</b>	<b>44</b>	<b>11,320</b>	<b>45</b>	<b>24,898</b>	<b>89</b>	<b>45.5%</b>

Percentage of trips of one day or less	19.0%	20.5%	18.8%	11.1%	18.9%	15.7%
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## Price paid for round trip ticket

Place of Residence		Elsewhere 2001		Western Isles 2001		Total 2001		WI percent
Price paid for round trip ticket		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Not answered		14,540	43	11,018	41	25,558	84	43.1%
£1-£25								
£26-£50								
£51-£75		348	1			348	1	0.0%
£76-£100		170	1			170	1	0.0%
£101-£125		6,212	15	4,306	18	10,518	33	40.9%
£126-£150		1,720	6	847	4	2,567	10	33.0%
£151-£175		253	1	367	2	620	3	59.1%
£176-£200								
£201-£225								
£226-£250		224	2	197	1	422	3	46.8%
£251-£275		1,134	5	1,772	3	2,906	8	61.0%
£276-£300		822	2	957	4	1,779	6	53.8%
£302-£325								
£326-£350								
£351 plus								
<b>Total answered</b>		<b>10,883</b>	<b>33</b>	<b>8,446</b>	<b>32</b>	<b>19,329</b>	<b>65</b>	<b>43.7%</b>
Total revenue £			5,185		5,110		10,295	10,145
Average fare paid £			157.12		159.69		158.38	156.08

Maximum fare per round trip 2001 £	252.00	252.00	252.00	252.00
Average Fare as % of Maximum fare	62.3%	63.4%	62.9%	61.9%

█ Fares greater than the maximum advertised fare

## XVIII

## Glasgow to Tiree

GLA TRE

Summary Route Data

Source: CAA Passenger Survey

Total Passengers on route in 2001, according to HIAL	5,200	Average per week 2001/2002	100
Average November 2001 week	111	Ratio November - average	1.11

## Schedule Nov. 2001

		GLA	TRE	Average number of 'local' passengers November 2001							
				Mon	Tue	Wed	Thu	Fri	Sat	Sun	
8853 DHT	0910	1000	0	-----6-					9.3		
8853 DHT	1110	1200	0	12345--	12.0	9.5	8.5	6.8	7.2		
Daily and weekly average, November 2001				53.3	12.0	9.5	8.5	6.8	7.2	9.3	
		TRE	GLA	Average number of 'local' passengers November 2001							
				Mon	Tue	Wed	Thu	Fri	Sat	Sun	
8854 DHT	1020	1110	0	-----6-					8.7		
8854 DHT	1220	1310	0	12345--	9.5	7.8	9.5	12.2	9.8		
Daily and weekly average, November 2001				57.5	9.5	7.8	9.5	12.2	9.8	8.7	

## Journey Purpose

Place of Residence		Elsewhere 2001		Argyll & Bute 2001		Total 2001		A&B percent
Code	Purpose	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
2	Business - not detailed	0	0	0	0	0	0	
3	Attending Internal Company Business	0	0	259	1	259	1	100.0%
4	Meetings with Customers outside the Company	0	0	352	1	352	1	100.0%
5	Conference/Congress	0	0	0	0	0	0	
6	Trade Fair/Exhibition	0	0	0	0	0	0	
7	Armed Services	0	0	0	0	0	0	
8	Airline Staff (positioning)	0	0	0	0	0	0	
9	Contract Home Leave	0	0	0	0	0	0	
10	Overseas Employment - Less Than 12 Months	0	0	0	0	0	0	
11	Overseas Employment - 12 Months Or More	0	0	0	0	0	0	
12	Studies Paid By Employer - Formal Academic Course	0	0	0	0	0	0	
13	Studies Paid By Employer - Other	0	0	0	0	0	0	
14	Au Pair	0	0	0	0	0	0	
15	Accompanying Passenger on Business	0	0	0	0	0	0	
<b>BUSINESS TOTAL</b>		<b>0</b>	<b>0</b>	<b>611</b>	<b>2</b>	<b>611</b>	<b>2</b>	<b>100.0%</b>
16	Holiday Fare Paid Separately	0	0	0	0	0	0	
17	Holiday It/Package - Hotel	0	0	0	0	0	0	
18	Holiday It/Package - Self Catering	0	0	0	0	0	0	
19	Holiday It/Package - Cruise	0	0	0	0	0	0	
20	Visiting Friends And Relatives	1,784	7	459	1	2,243	8	20.5%
21	Migration	0	0	0	0	0	0	
22	Studies Private/Grants - Formal Academic Course	0	0	0	0	0	0	
23	Studies Private/Grants - Other	0	0	0	0	0	0	
24	Cultural Sports	0	0	0	0	0	0	
25	Unaccompanied School Children	0	0	0	0	0	0	
26	Other - not detailed	0	0	1,822	5	1,822	5	100.0%
27	Skiing Fare Paid Separately	0	0	0	0	0	0	
28	Skiing Hotel	0	0	0	0	0	0	
29	Skiing Self Catering	0	0	0	0	0	0	
<b>LEISURE TOTAL</b>		<b>1,784</b>	<b>7</b>	<b>2,281</b>	<b>6</b>	<b>4,065</b>	<b>13</b>	<b>56.1%</b>
<b>Total answered</b>		<b>1,784</b>	<b>7</b>	<b>2,892</b>	<b>8</b>	<b>4,676</b>	<b>15</b>	<b>61.8%</b>
Business percentage		0.0%	0.0%	21.1%	25.0%	13.1%	13.3%	
Leisure percentage		100.0%	100.0%	78.9%	75.0%	86.9%	86.7%	

## Itinerary

Place of Residence		Elsewhere 2001		Argyll & Bute 2001		Total 2001		A&B percent
Onward destination		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
AMS	Amsterdam	237	1	0	0	237	1	0.0%
<b>INTERLINE</b>		<b>237</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>237</b>	<b>1</b>	<b>0.0%</b>
	Strathclyde	1,335	5	2,632	7	3,968	12	66.3%
	Lothian	212	1	0	0	212	1	0.0%
	Other UK	0	0	259	1	259	1	100.0%
<b>LOCAL</b>		<b>1,547</b>	<b>6</b>	<b>2,892</b>	<b>8</b>	<b>4,439</b>	<b>14</b>	<b>65.1%</b>
<b>TOTAL</b>		<b>1,784</b>	<b>7</b>	<b>2,892</b>	<b>8</b>	<b>4,676</b>	<b>15</b>	<b>61.8%</b>

## Length of Stay

Place of Residence		Elsewhere 2001		Argyll & Bute 2001		Total 2001		A&B percent
Length of stay		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Not answered		449	2			449	2	0.0%
4-8 hours				838	1	838	1	100.0%
8-20 hours				352	1	352	1	100.0%
1 day		161	1			161	1	0.0%
2 days		259	1			259	1	0.0%
3 days								
4 days								
5 days								
6 days				212	1	212	1	100.0%
7 days				620	2	620	2	100.0%
8-14 days		564	2			564	2	0.0%
15-21 days				259	1	259	1	100.0%
22 days plus		352	1	611	2	962	3	63.5%
<b>Total answered</b>		<b>1,335</b>	<b>5</b>	<b>2,892</b>	<b>8</b>	<b>4,227</b>	<b>13</b>	<b>68.4%</b>
Percentage of trips of one day or less		0.0%	0.0%	41.1%	25.0%	28.1%	15.4%	

## Price paid for round trip ticket

Place of Residence		Elsewhere 2001		Argyll & Bute 2001		Total 2001		A&B percent	
Price paid for round trip ticket		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews		
Not answered		237	1	611	2	848	3	72.0%	
£1-£25									
£26-£50									
£51-£75		212	1			212	1	0.0%	
£76-£100		703	2	459	1	1,162	3	39.5%	
£101-£125		373	2	1,470	4	1,843	6	79.8%	
£126-£150									
£151-£175		259	1	352	1	611	2	57.5%	
£176-£200									
£201-£225									
£226-£250									
£251-£275									
£276-£300									
£302-£325									
£326-£350									
£351 plus									
<b>Total answered</b>		<b>1,547</b>	<b>6</b>	<b>2,281</b>	<b>6</b>	<b>3,828</b>	<b>12</b>	<b>59.6%</b>	
Total revenue £			628		703		1,331	1,281	54.1%
Average fare paid £			104.67		117.17		110.92	106.75	108.2%
Maximum fare per round trip 2001 £			144.00		144.00		144.00	144.00	
Average Fare as % of Maximum fare			72.7%		81.4%		77.0%	74.1%	

Maximum fare per round trip 2001 £

A&TC, HITRANS - February 2004

XIX

## Inverness to Kirkwall

INV KOI

## Summary Route Data

Source: CAA Passenger Survey

Total Passengers on route in 2001, according to HIAL	9,200	Average per week 2001/2002	177
Average November 2001 week	182	Ratio November - average	1.03

## Schedule Nov. 2001

## Average number of 'local' passengers November 2001

	INV	KOI			Mon	Tue	Wed	Thu	Fri	Sat	Sun
8911 SF3	1005	1050	0	----6-						3.1	
8911 SF3	1020	1110	0	12345--	6.8	7.9	7.1	7.1	5.1		
8899 SF3	1610	1655	0	----6-						4.5	
8899 SF3	1755	1840	0	12345--	11.0	10.5	14.8	8.0	8.4		
Daily and weekly average, November 2001					94.3	17.8	18.4	21.9	15.1	13.5	7.6

## Average number of 'local' passengers November 2001

	KOI	INV			Mon	Tue	Wed	Thu	Fri	Sat	Sun
8890 SF3	0740	0825	0	12345--	10.0	8.0	11.0	7.8	7.2		
8890 SF3	0820	0905	0	----6-						2.8	
8918 SF3	1450	1535	0	----6-						4.4	
8918 SF3	1615	1705	0	12345--	5.2	6.9	9.4	8.0	7.4		
Daily and weekly average, November 2001					88.1	15.2	14.9	20.4	15.8	14.6	7.2

## Journey Purpose

Place of Residence Code Purpose	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
2 Business - not detailed	1,954	16	573	7	2,527	23	22.7%
3 Attending Internal Company Business	1,549	15	2,404	18	3,953	33	60.8%
4 Meetings with Customers outside the Company	1,310	11	1,356	5	2,667	16	50.9%
5 Conference/Congress	154	1	419	4	572	5	73.2%
6 Trade Fair/Exhibition	0	0	48	1	48	1	100.0%
7 Armed Services	0	0	0	0	0	0	
8 Airline Staff (positioning)	0	0	0	0	0	0	
9 Contract Home Leave	85	1	0	0	85	1	0.0%
10 Overseas Employment - Less Than 12 Months	0	0	0	0	0	0	
11 Overseas Employment - 12 Months Or More	0	0	0	0	0	0	
12 Studies Paid By Employer - Formal Academic Course	0	0	89	1	89	1	100.0%
13 Studies Paid By Employer - Other	0	0	0	0	0	0	
14 Au Pair	0	0	0	0	0	0	
15 Accompanying Passenger on Business	0	0	0	0	0	0	
<b>BUSINESS TOTAL</b>	<b>5,052</b>	<b>44</b>	<b>4,889</b>	<b>36</b>	<b>9,940</b>	<b>80</b>	<b>49.2%</b>
16 Holiday Fare Paid Separately	1,079	11	146	1	1,225	12	11.9%
17 Holiday It/Package - Hotel	0	0	0	0	0	0	
18 Holiday It/Package - Self Catering	175	2	202	1	377	3	53.6%
19 Holiday It/Package - Cruise	0	0	0	0	0	0	
20 Visiting Friends And Relatives	1,971	19	650	8	2,621	27	24.8%
21 Migration	0	0	0	0	0	0	
22 Studies Private/Grants - Formal Academic Course	0	0	0	0	0	0	
23 Studies Private/Grants - Other	0	0	0	0	0	0	
24 Cultural Sports	46	1	0	0	46	1	0.0%
25 Unaccompanied School Children	0	0	0	0	0	0	
26 Other - not detailed	0	0	199	3	199	3	100.0%
27 Skiing Fare Paid Separately	0	0	0	0	0	0	
28 Skiing Hotel	0	0	0	0	0	0	
29 Skiing Self Catering	0	0	0	0	0	0	
<b>LEISURE TOTAL</b>	<b>3,271</b>	<b>33</b>	<b>1,197</b>	<b>13</b>	<b>4,468</b>	<b>46</b>	<b>26.8%</b>
<b>Total answered</b>	<b>8,322</b>	<b>77</b>	<b>6,086</b>	<b>49</b>	<b>14,408</b>	<b>126</b>	<b>42.2%</b>
Business percentage	60.7%	57.1%	80.3%	73.5%	69.0%	63.5%	
Leisure percentage	39.3%	42.9%	19.7%	26.5%	31.0%	36.5%	



## Itinerary

Place of Residence	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Onward destination							
LGW Gatwick	566	4	442	3	1,008	7	43.8%
SYX Stornoway	297	3	94	1	391	4	24.1%
Other UK	211	3	130	2	342	5	38.2%
<b>INTERLINE</b>	<b>1,074</b>	<b>10</b>	<b>666</b>	<b>6</b>	<b>1,740</b>	<b>16</b>	<b>38.3%</b>
Highland and Islands	4,346	50	5,024	37	9,370	87	53.6%
Grampian	2,381	11	245	3	2,626	14	9.3%
Lothian	233	2	0	0	233	2	0.0%
Central	61	1	0	0	61	1	0.0%
Tayside	0	0	41	1	41	1	100.0%
Other UK	227	3	110	2	338	5	32.7%
<b>LOCAL</b>	<b>7,248</b>	<b>67</b>	<b>5,420</b>	<b>43</b>	<b>12,668</b>	<b>110</b>	<b>42.8%</b>
<b>TOTAL</b>	<b>8,322</b>	<b>77</b>	<b>6,086</b>	<b>49</b>	<b>14,408</b>	<b>126</b>	<b>42.2%</b>

## Length of stay

Place of Residence	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Length of stay							
Not answered	6,647	57	3,368	28	10,015	85	33.6%
4-8 hours	119	1			119	1	0.0%
8-20 hours	172	2	709	8	882	10	80.5%
1 day	146	2	1,048	9	1,194	11	87.8%
2 days			685	3	685	3	100.0%
3 days	475	5	46	1	521	6	8.8%
4 days	175	2			175	2	0.0%
5 days	179	3	62	1	242	4	25.8%
6 days							
7 days	85	1	105	1	190	2	55.3%
8-14 days	89	2			89	2	0.0%
15-21 days			62	1	62	1	100.0%
22 days plus	235	2			235	2	0.0%
<b>Total answered</b>	<b>1,675</b>	<b>20</b>	<b>2,718</b>	<b>24</b>	<b>4,393</b>	<b>44</b>	<b>61.9%</b>

Percentage of trips of one day or less	26.1%	25.0%	64.7%	70.8%	50.0%	50.0%
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## Price paid for round trip ticket

Place of Residence	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Price paid for round trip ticket							
Not answered	3,183	27	1,785	20	4,968	47	35.9%
£1-£25							
£26-£50							
£51-£75							
£76-£100	913	12	199	3	1,112	15	17.9%
£101-£125	283	4	48	1	331	5	14.5%
£126-£150	172	2			172	2	0.0%
£151-£175	528	1			528	1	0.0%
£176-£200	2,538	25	3,121	19	5,659	44	55.2%
£201-£225	570	4	404	5	975	9	41.5%
£226-£250			528	1	528	1	100.0%
£251-£275	48	1			48	1	0.0%
£276-£300	87	1			87	1	0.0%
£302-£325							
£326-£350							
£351 plus							
<b>Total answered</b>	<b>5,139</b>	<b>50</b>	<b>4,300</b>	<b>29</b>	<b>9,440</b>	<b>79</b>	<b>45.6%</b>
Total revenue £	8,003		5,299		13,302	13,152	39.3%
Average fare paid £	160.06		182.72		168.38	166.48	107.2%

Maximum fare per round trip 2001 £	190.00	190.00	190.00	190.00
Average Fare as % of Maximum fare	84.2%	96.2%	88.6%	87.6%

█ Fares greater than the maximum advertised fare



## Itinerary

Place of Residence	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Onward destination							
SYT Stornoway	0	0	11	1	11	1	100.0%
<b>INTERLINE</b>	<b>0</b>	<b>0</b>	<b>11</b>	<b>1</b>	<b>11</b>	<b>1</b>	<b>100.0%</b>
Highlands & Islands	11	1	0	0	11	1	0.0%
Grampian	11	1	33	3	44	4	75.0%
<b>LOCAL</b>	<b>22</b>	<b>2</b>	<b>33</b>	<b>3</b>	<b>55</b>	<b>5</b>	<b>60.0%</b>
<b>TOTAL</b>	<b>22</b>	<b>2</b>	<b>44</b>	<b>4</b>	<b>66</b>	<b>6</b>	<b>66.7%</b>

## Length of Stay

Place of Residence	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		O & S percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Length of stay							
Not answered			33	3	33	3	100.0%
4-8 hours							
8-20 hours							
1 day							
2 days							
3 days	11	1			11	1	0.0%
4 days	11	1			11	1	0.0%
5 days			11	1	11	1	100.0%
6 days							
7 days							
8-14 days							
15-21 days							
22 days plus							
<b>Total answered</b>	<b>22</b>	<b>2</b>	<b>11</b>	<b>1</b>	<b>33</b>	<b>3</b>	<b>33.3%</b>
Percentage of trips of one day or less	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	

## Price paid for round trip ticket

Place of Residence	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		O & S percent	
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews		
Price paid for round trip ticket								
Not answered			11	1	11	1	100.0%	
£1-£25								
£26-£50								
£51-£75								
£76-£100								
£101-£125								
£126-£150								
£151-£175								
£176-£200			11	1	11	1	100.0%	
£201-£225								
£226-£250								
£251-£275	11	1			11	1	0.0%	
£276-£300	11	1	22	2	33	3	66.7%	
£302-£325								
£326-£350								
£351 plus								
<b>Total answered</b>	<b>22</b>	<b>2</b>	<b>33</b>	<b>3</b>	<b>55</b>	<b>5</b>	<b>60.0%</b>	
Total revenue £		551		764		1,315	1,315	57.2%
Average fare paid £		275.50		254.67		263.00	263.00	95.4%
Maximum fare per round trip 2001 £		276.00		276.00		276.00	276.00	
Average Fare as % of Maximum fare		99.8%		92.3%		95.3%	95.3%	

█ Fares greater than the maximum advertised fare

XXI

## Inverness to Stornoway

INV SY Y

## Summary Route Data

Source: CAA Passenger Survey

Total Passengers on route in 2001, according to HIAL	24,800	Average per week 2001/2002	477
Average November 2001 week	556	Ratio November - average	1.16

## Schedule Nov. 2001

## Average number of 'local' passengers November 2001

	INV	SY Y			Mon	Tue	Wed	Thu	Fri	Sat	Sun
HA J31	0730	0805	0	123456-	3.0	3.0	4.0	3.0	2.6	1.3	
8951 SF3	0740	0820	0	12345--	28.8	18.5	25.8	22.8	23.8		
8951 SF3	0800	0840	0	----6-						15.0	
8957 SF3	1610	1650	0	12345--	20.3	24.8	24.8	23.8	23.6		
Daily and weekly average, November 2001					268.9	52.1	46.3	54.6	49.6	50.0	16.3

## Average number of 'local' passengers November 2001

	SY Y	INV			Mon	Tue	Wed	Thu	Fri	Sat	Sun
8952 SF3	0850	0930	0	12345--	24.3	21.0	21.0	21.3	19.6		
HA J31	1100	1135	0	----6-						0.8	
8954 SF3	1250	1330	0	----6-						21.5	
HA J31	1645	1715	0	12345--	3.8	3.7	6.8	8.8	5.4		
8958 SF3	1720	1800	0	12345--	28.3	23.8	28.3	27.0	21.2		
Daily and weekly average, November 2001					286.6	56.4	48.5	56.1	57.1	46.2	22.3

## Journey Purpose

Code	Place of Residence Purpose	Elsewhere 2001		Western Isles 2001		Total 2001		WI percent
		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
2	Business - not detailed	2,136	14	1,663	13	3,800	27	43.8%
3	Attending Internal Company Business	1,070	11	2,422	30	3,492	41	69.4%
4	Meetings with Customers outside the Company	4,618	15	660	9	5,278	24	12.5%
5	Conference/Congress	191	2	863	7	1,054	9	81.9%
6	Trade Fair/Exhibition	49	1	232	1	282	2	82.5%
7	Armed Services	187	2	0	0	187	2	0.0%
8	Airline Staff (positioning)	0	0	0	0	0	0	
9	Contract Home Leave	0	0	1,146	10	1,146	10	100.0%
10	Overseas Employment - Less Than 12 Months	0	0	11	1	11	1	100.0%
11	Overseas Employment - 12 Months Or More	0	0	0	0	0	0	
12	Studies Paid By Employer - Formal Academic Course	0	0	88	1	88	1	100.0%
13	Studies Paid By Employer - Other	0	0	107	1	107	1	100.0%
14	Au Pair	0	0	0	0	0	0	
15	Accompanying Passenger on Business	0	0	0	0	0	0	
<b>BUSINESS TOTAL</b>		<b>8,252</b>	<b>45</b>	<b>7,193</b>	<b>73</b>	<b>15,444</b>	<b>118</b>	<b>46.6%</b>
16	Holiday Fare Paid Separately	412	3	1,214	11	1,626	14	74.7%
17	Holiday It/Package - Hotel	0	0	0	0	0	0	
18	Holiday It/Package - Self Catering	40	1	0	0	40	1	
19	Holiday It/Package - Cruise	0	0	0	0	0	0	
20	Visiting Friends And Relatives	2,108	21	4,147	44	6,254	65	66.3%
21	Migration	0	0	0	0	0	0	
22	Studies Private/Grants - Formal Academic Course	0	0	171	1	171	1	100.0%
23	Studies Private/Grants - Other	0	0	0	0	0	0	
24	Cultural Sports	0	0	0	0	0	0	
25	Unaccompanied School Children	0	0	0	0	0	0	
26	Other - not detailed	0	0	2,926	32	2,926	32	100.0%
27	Skiing Fare Paid Separately	0	0	0	0	0	0	
28	Skiing Hotel	0	0	0	0	0	0	
29	Skiing Self Catering	0	0	0	0	0	0	
<b>LEISURE TOTAL</b>		<b>2,559</b>	<b>25</b>	<b>8,457</b>	<b>88</b>	<b>11,017</b>	<b>113</b>	<b>76.8%</b>
<b>Total answered</b>		<b>10,811</b>	<b>70</b>	<b>15,650</b>	<b>161</b>	<b>26,461</b>	<b>231</b>	<b>59.1%</b>
Business percentage		76.3%	64.3%	46.0%	45.3%	58.4%	51.1%	
Leisure percentage		23.7%	35.7%	54.0%	54.7%	41.6%	48.9%	

## Itinerary

Place of Residence	Elsewhere 2001		Western Isles 2001		Total 2001		WI percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Onward destination							
LGW Gatwick	0	0	607	2	607	2	100.0%
LTN Luton	335	3	142	2	477	5	29.8%
Other UK	0	0	11	1	11	1	100.0%
Other Europe	0	0	11	1	11	1	100.0%
<b>INTERLINE</b>	<b>335</b>	<b>3</b>	<b>772</b>	<b>6</b>	<b>1,107</b>	<b>9</b>	<b>69.8%</b>
Highland and Islands	8,051	46	11,883	120	19,934	166	59.6%
Grampian	1,978	17	2,327	28	4,305	45	54.1%
Strathclyde	303	1	310	4	613	5	50.6%
Tayside	119	2	142	1	262	3	54.4%
Lothian	25	1	176	1	201	2	87.5%
Fife	0	0	40	1	40	1	100.0%
<b>LOCAL</b>	<b>10,476</b>	<b>67</b>	<b>14,878</b>	<b>155</b>	<b>25,354</b>	<b>222</b>	<b>58.7%</b>
<b>TOTAL</b>	<b>10,811</b>	<b>70</b>	<b>15,650</b>	<b>161</b>	<b>26,461</b>	<b>231</b>	<b>59.1%</b>

## Length of Stay

Place of Residence	Elsewhere 2001		Western Isles 2001		Total 2001		WI percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Length of stay							
Not answered	6,109	47	9,712	115	15,821	162	61.4%
4-8 hours			602	4	602	4	100.0%
8-20 hours	1,557	3	689	6	2,245	9	30.7%
1 day	201	3	1,258	16	1,458	19	86.2%
2 days	738	4	522	6	1,259	10	41.4%
3 days	1,144	7	519	5	1,663	12	31.2%
4 days	583	5	932	9	1,515	14	61.5%
5 days	102	1	319	4	421	5	75.9%
6 days			142	1	142	1	100.0%
7 days	102	1	237	4	338	5	70.0%
8-14 days	277	2	234	5	511	7	45.8%
15-21 days			244	4	244	4	100.0%
22 days plus			240	3	240	3	100.0%
<b>Total answered</b>	<b>4,702</b>	<b>26</b>	<b>5,938</b>	<b>67</b>	<b>10,640</b>	<b>93</b>	<b>55.8%</b>
Percentage of trips of one day or less	37.4%	23.1%	42.9%	38.8%	40.5%	34.4%	

## Price paid for round trip ticket

Place of Residence	Elsewhere 2001		Western Isles 2001		Total 2001		WI percent	
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews		
Price paid for round trip ticket								
Not answered	1,607	12	4,678	40	6,285	52	74.4%	
£1-£25			88	1	88	1	100.0%	
£26-£50								
£51-£75	1,763	17	3,035	28	4,798	45	63.3%	
£76-£100	835	9	2,168	25	3,003	34	72.2%	
£101-£125	1,595	2	247	3	1,843	5	13.4%	
£126-£150	949	6	938	9	1,887	15	49.7%	
£151-£175	4,061	24	4,104	51	8,165	75	50.3%	
£176-£200			222	3	222	3	100.0%	
£201-£225								
£226-£250								
£251-£275			171	1	171	1	100.0%	
£276-£300								
£302-£325								
£326-£350								
£351 plus								
<b>Total answered</b>	<b>9,204</b>	<b>58</b>	<b>10,972</b>	<b>121</b>	<b>20,176</b>	<b>179</b>	<b>54.4%</b>	
Total revenue £		6,819		14,708		21,527	21,339	67.9%
Average fare paid £		117.57		121.55		120.26	119.88	100.5%
Maximum fare per round trip 2001 £		150.00		150.00		150.00	150.00	
Average Fare as % of Maximum fare		78.4%		81.0%		80.2%	79.9%	
<div style="background-color: #cccccc; width: 20px; height: 10px; display: inline-block;"></div> Fares greater than the maximum advertised fare								

XXII		Kirkwall to Sumburgh				KOI	LSI				
<b>Summary Route Data.</b>		Source: CAA Passenger Survey									
Total Passengers on route in 2001, according to HIAL		7,400		Average per week 2001/2002		142					
Average November 2001 week		125		Ratio November - average		0.88					
<b>Schedule Nov. 2001</b>		Average number of 'local' passengers November 2001									
	KOI	LSI			Mon	Tue	Wed	Thu	Fri	Sat	Sun
8911 SF3	1115	1150	0	----6-						8.0	
8911 SF3	1135	1215	0	12345--	12.8	9.3	11.3	8.0	7.0		
Daily and weekly average, November 2001				56.4		12.8	9.3	11.3	8.0	7.0	8.0
		Average number of 'local' passengers November 2001									
	LSI	KOI			Mon	Tue	Wed	Thu	Fri	Sat	Sun
8918 SF3	1350	1425	0	----6-						6.3	
8918 SF3	1510	1550	0	12345--	12.5	9.0	10.0	15.0	15.6		
Daily and weekly average, November 2001				68.4		12.5	9.0	10.0	15.0	15.6	6.3
Maximum fare per round trip 2001 £		150.00									
A&TC, HITRANS - February 2004											

XXIII		Kirkwall to Wick				KOI	WIC				
<b>Summary Route Data.</b>		Source: CAA Passenger Survey									
Total Passengers on route in 2001, according to HIAL		1,200		Average per week 2001/2002		23					
Average November 2001 week		34		Ratio November - average		1.49					
<b>Schedule Nov. 2001</b>		Average number of 'local' passengers November 2001									
	KOI	WIC			Mon	Tue	Wed	Thu	Fri	Sat	Sun
8896 SF3	1425	1450	0	12345--	3.5	2.5	3.0	1.8	5.4		
Daily and weekly average, November 2001				16.2		3.5	2.5	3.0	1.8	5.4	
		Average number of 'local' passengers November 2001									
	WIC	KOI			Mon	Tue	Wed	Thu	Fri	Sat	Sun
8895 SF3	1230	1255	0	12345--	7.3	3.3	1.5	1.3	4.8		
Daily and weekly average, November 2001				18.2		7.3	3.3	1.5	1.3	4.8	
Maximum fare per round trip 2001 £		54.00									
A&TC, HITRANS - February 2004											

XXIV		Sumburgh to Wick				LSI	WIC				
<b>Summary Route Data.</b>		Source: CAA Passenger Survey									
Total Passengers on route in 2001, according to HIAL		400		Average per week 2001/2002		8					
Average November 2001 week		7		Ratio November - average		0.95					
<b>Schedule Nov. 2001</b>		Average number of 'local' passengers November 2001									
	LSI	WIC			Mon	Tue	Wed	Thu	Fri	Sat	Sun
8896 SF3	1215	1300	0	----6-						4.3	
Daily and weekly average, November 2001				4.3						4.3	
		Average number of 'local' passengers November 2001									
	WIC	LSI			Mon	Tue	Wed	Thu	Fri	Sat	Sun
8895 SF3	1230	1315	0	----6-						3.0	
Daily and weekly average, November 2001				3.0						3.0	
Maximum fare per round trip 2001 £		160.00									
A&TC, HITRANS - February 2004											



## Appendix Two

### Cost Information Used in the Cost Model.

2.1 The Hitrans model is composed of four Excel 'sheets'. Sheet 1 contains all the relevant airport-related information for each of the five routes studied; Sheet 2 contains all the aircraft and airline-related costs, for each of the eleven aircraft studied, for each of the five routes; Sheet 3 is where the basic calculations are conducted; and Sheet 4 (or the topsheet) is where decisions are input into the model and financial and operational outputs displayed. Only 'Hitrans 4' is capable of being amended.

### Sheet 1 – Airport Costs

2.2 **Row 9** provides details of the nautical miles in a straight line connecting the midpoints of the two main runways at the airports involved, as calculated by a 'distance-measuring' model supplied by Fairchild-Dornier, based on the geographical co-ordinates. Note that no allowance is made of airlines flying other than a straight line between the two airports, although that is a reasonable assumption with regard to the uncontrolled airspace of Northern Scotland.

2.3 **Row 10** converts this data into kilometres.

2.4 **Rows 12 and 13** give, in metres, the maximum runway length available for TORA (Take-Off Runway Available) at each airport – source UK VFR Flight Guide 2002. Note that the figure used for Sumburgh relates to Runway 09/27, the cross-isthmus runway used for most movements, even though Runway 15/33 has 1,426 metres available. This data is used to ensure that the aircraft proposed for any route are capable of landing and taking-off at each airport.

2.5 **Row 15** is an estimate of the amount of time taken on a round trip by aircraft in taxiing at each end of the route and advancing to or decreasing from maximum cruise speed. This has been calculated by comparing the time that would be taken by a specific aircraft type to fly between the two airports at cruise speed (Hitrans 2, row 9, divided by Hitrans 1, row 10) compared with the advertised block time for such a flight. This method is selected so that, for any aircraft on any route, the block time can be calculated by adding the notional taxiing time to the calculated 'cruise' time. This is why the figure shown for taxiing time would appear to be absurdly high. It should be noted that an extra five minutes has been allowed on each sector to and from Glasgow and Edinburgh, reflecting the longer taxiing times and the more complicated approach and departure paths.

2.6 **Rows 18 to 32 and 35 to 49** provide similar information for each of the two airports proposed to be linked. Rows 18 to 32 refer to the airport shown in row 6, and rows 35 to 49 relate to the airport in row 7.

2.7 **Rows 18 and 35** relate to the navigation service charge in £ per tonne. This is only charged by BAA plc at Glasgow, Edinburgh and Aberdeen, but is not



charged separately by HIAL. All the airport charges data are taken from the published tariffs of the two airport companies for summer 2002.

- 2.8 **Rows 19/20 and 36/37** give details of the landing charge per tonne, based on the maximum take-off weight of the aircraft (MTOW). The separate rows are needed because Aberdeen Airport charges a higher charge per tonne once the aircraft MTOW exceeds 25 tonnes.
- 2.9 **Rows 21 and 38** give the published landing charge per passenger arriving, taken from the published airport tariffs.
- 2.10 **Rows 22 and 39** give the published security charge per passenger arriving, which relates to HIAL airports only.
- 2.11 **Rows 23 and 40** give details of the distance rebates applied by the two airport companies for flights arriving from short distance airports. The BAA publishes a 65% discount for all flights arriving from other Scottish airports. HIAL offers a 50% discount for flights of less than 185 kms; 65% if less than 130 kms; and 75% if less than 72 kms. These discounts are applied to all the charges listed above in rows 18-22 and 35-39.
- 2.12 **Rows 24 and 41** provide details of daytime and overnight aircraft parking charges per tonne per hour, applicable only at BAA airports.
- 2.13 **Rows 25/26 and 42/43** provide similar details of overnight parking charges applicable at HIAL airports, comprising a fixed charge plus a charge per ten tonnes MTOW. There are no daytime parking charges by HIAL.
- 2.14 **Rows 29 and 46** give details of the posted fuel price at each airport in terms of pence per litre. This information was provided by HIAL, but was not available from BAA.
- 2.15 **Rows 30 and 47** convert these figures into £ per US gallon. The figures for BAA airports have been estimated. It should be noted that very few aircraft operations actually pay the posted price – most fuel is sold according to unpublished agreements between airports and airlines, based on throughput. Although not included in the model, discounts of 20-30% are believed to be normal.
- 2.16 **Rows 31 and 48** enable the model to take account of any major fluctuation in fuel price. By entering a percentage on the Hitrans 4 topsheet at row 25, the model can reflect significant falls or rises in oil costs, by providing amended costs in £ per US gallon in rows 32 and 49, which are the costs used by the model. All the results shown in the study were made at an assumption of 100% of the figures shown in rows 30 and 47.
- 2.17 **Row 51** calculates the mileage component of the total Eurocontrol charge per round trip, being currently 0.832 Euros per tonne kilometre. This is combined with Eurocontrol's assessed weight charge for each aircraft, in Hitrans 2, row 26, to determine the overall Eurocontrol charge.

- 2.18 **Rows 52/53** convert the Euros into sterling at the Eurocontrol determined exchange rate for July 2002.
- 2.19 **Rows 56/57** reflect the £:\$ exchange rate selected for the model at Hitrans 4, row 23. All the results shown in the study were made at an exchange rate of £1:\$1.56.
- 2.20 **Rows 61 to 71** are derivatives, or basic route data on passenger numbers, current yield etc, and do not form part of the detailed workings of the model. They are used to provide the descriptive 'interim calculations' in rows 29 to 44 of the topsheet.

## Sheet 2 - Aircraft and Airline Costs

- 2.21 Here, data is provided for each of the eleven aircraft types considered as possible options for any of the five routes studied.
- 2.22 **Row 7** is the normal number of seats installed in each aircraft in scheduled service configuration, multiplies by two to give the number of seats provided in the market on a round trip. Wherever possible, the number of seats shown is as operated by airlines in Scotland – source JP Airline Fleets International 2002.
- 2.23 **Row 9** is the maximum cruising speed of each aircraft, in kilometres per hour, as advised by each of the manufacturers.
- 2.24 **Rows 12 to 16** calculate the time taken to fly a round trip between the two airports at max cruising speed, calculated as Hitrans 1, row 10, times 2, divided by row 12 for Aberdeen-Sumburgh, and so on.
- 2.25 **Rows 18 to 22** add that time to the 'taxiing time' calculated in Hitrans 1, row 15, to determine the block time on each route for each aircraft type. It is the block hours operated that is used as the basic cost unit.
- 2.26 **Row 24** provides data on the typical maximum take-off weight for each aircraft type, using data for Scottish airlines wherever possible – source JP as above.
- 2.27 **Row 25** rounds up this weight to the nearest tonne, for those cost calculations that relate to whole tonnes.
- 2.28 **Row 26** provides the calculated weight of the aircraft component for the overall Eurocontrol charge – being the square root of the actual MTOW divided by 50. The impact of this is that a 50 tonne aircraft is taken as being the average; that aircraft heavier than 50 tonnes pay proportionately less per tonne for Eurocontrol charges; and that lighter aircraft pay proportionately more. This is an attempt to combine the fact that it costs as much to direct a light aircraft through the skies as a B747, modified by the ability to pay.
- 2.29 **Row 31** lists the average number of US gallons of fuel used per block hour. This data has been taken from US Air Transport association [ATA] data, and relates – as far as possible – to operations of the same general nature as the short routes

studied here. Data for the new Embraer 170 was obtained direct from the manufacturer's test flight results.

- 2.30 **Rows 33 to 37** then apply the specific eleven aircraft fuel burn rates to each of the five routes, as measured by the block hours in rows 18 to 22.
- 2.31 **Rows 40 to 42** give details of the average cost per crew member of incidental expenses per duty hour, assessed as being the block time per round trip plus 2.25 hours for flight crew, and plus 1.75 hours for cabin crew. It is assumed that there will be two flight crew on each aircraft, but that cabin crew will be either 1 or 2 according to aircraft size. This information was averaged from BALPA information provided.
- 2.32 **Row 43** gives an estimate of day-to-day aircraft maintenance costs per block hour for each aircraft, as provided by US ATA data. It has to be recognised that maintenance costs are probably the most imprecise data in the model. Each airline organises its maintenance in its own way, often subcontracting a portion, a majority or all of its maintenance to a third party. In addition, maintenance costs are normally divided into hourly charges and accruals, and general overheads. Individual airlines that may apply to take up PSOs on any of these routes will have their own cost allocation methods. However, it is believed that the data provided will be approximately right for all aircraft types and all airlines, even if the split between Direct Operating Costs and Fixed operating Costs may vary significantly.
- 2.33 **Rows 47 to 52** measure the various charges which are related directly to the number of passengers on board each individual flight – a charge for the revenue accounts function per booking; a charge per passenger for Central Reservations Services; an average discount for bookings taken by credit card; other commissions, notably to travel agents; and the marginal cost of catering and other passenger consumables per sector. Much of this data was provided by one of the airlines operating in the Highlands and Islands, while the catering charges were assumed to be a set figure of £3.25 plus £0.75 per passenger journey, irrespective of journey length.
- 2.34 Fixed Operating Costs (FOCs) are covered in rows 57 to 81. These are the costs that an airline will incur, almost irrespective of the amount of flying conducted. It is these costs that benefit most from an airline being able to maximise its flying utilisation.
- 2.35 **Row 57** provides an estimate of the average cost of each of the aircraft on the open market today, in US dollars. This data attempts to show the market price of an 'average' aircraft on the world market, and has relied on a variety of sources, including Avmark, the International Bureau of Aviation and advertisements in current journals. The figure for the yet-to-fly Embraer 170 is the manufacturer's list price. The figures should not be relied upon to be more than plus or minus 15% accurate. It should also be borne in mind that the airlines bidding to operate these routes may already have the aircraft on their register, and value them more or less highly, depending upon the alternative work available to them. However, in general terms, it is believed that these costs are more likely to be too high than too low.

- 2.36 **Row 58** takes these figures and assumes that the airline will choose to lease the aircraft rather than to finance its purchase. Lease rates today average 0.9% of the capital value each month.
- 2.37 **Row 59** takes the annual utilisation rate keyed in at row 11 on Hitrans 4, and is used to determine the average rate per hour of all the appropriate FOCs.
- 2.38 **Row 60** applies the annual rate to the monthly lease cost to arrive at an hourly rate.
- 2.39 **Row 61** does the same for the lease of aircraft spares, constantly assumed to be at 15% of the aircraft lease cost – the industry average.
- 2.40 **Row 62** similarly calculates the hourly cost of insurance, based on 3% of the purchase price – again, an industry average.
- 2.41 **Rows 63 to 76** determine the average cost of flight and cabin crews. Rows 63 to 68 provide the average costs for each crew member on each of the aircraft types, as provided by BALPA for suitable regional airlines, together with an estimate of NI and tax burden.
- 2.42 **Rows 69 and 73** provide annual crew utilisations, based on data published by the CAA and these have been used to calculate the average cost per flying hour of each crew component, including training costs.
- 2.43 **Row 77** attempts to put a generalised cost for the maintenance overhead of one additional aircraft. This has had to be a very broad-brush figure, and has been maintained at the same level for each of the aircraft, which may penalise the smaller aircraft unnecessarily. The figures reflect in-house estimates by one of the regional airlines of Scotland. It is possible that some airlines will be able to justify lower costs.
- 2.44 **Row 79** does the same for operational overheads, which will include the costs of providing staff at the various airports. This figure is intended to cover handling costs at outstations which are normally sub-contracted. Again, detailed data from one carrier has been used to provide generalised data for all aircraft types and all airlines.
- 2.45 **Rows 78 and 80** take these two figures and convert them to hourly costs based on the utilisation rate studied.
- 2.46 **Row 82** estimates the average HOTAC (hotel and accommodation cost) per crew member per nightstop, based on BALPA data.
- 2.47 **Row 83** calculates the nightly cost of a nightstop, according to the number of crew involved. It is quite possible that airlines would be able to secure lower rates for long-term agreements with hotels in the islands.

**Sheets 3 and 4**

- 2.48 No further data is introduced in Hitrans 3 or 4, except that at row 21 of Hitrans 4, the model requests a figure to represent overhead costs. Generally speaking, airlines operating in this environment will have low overheads, notably general administration, finance and marketing, and all the calculations have been made based on the assumption that overheads will equal 10% of all other costs. This figure can be amended at will to show the impact of efficient and inefficient airlines.

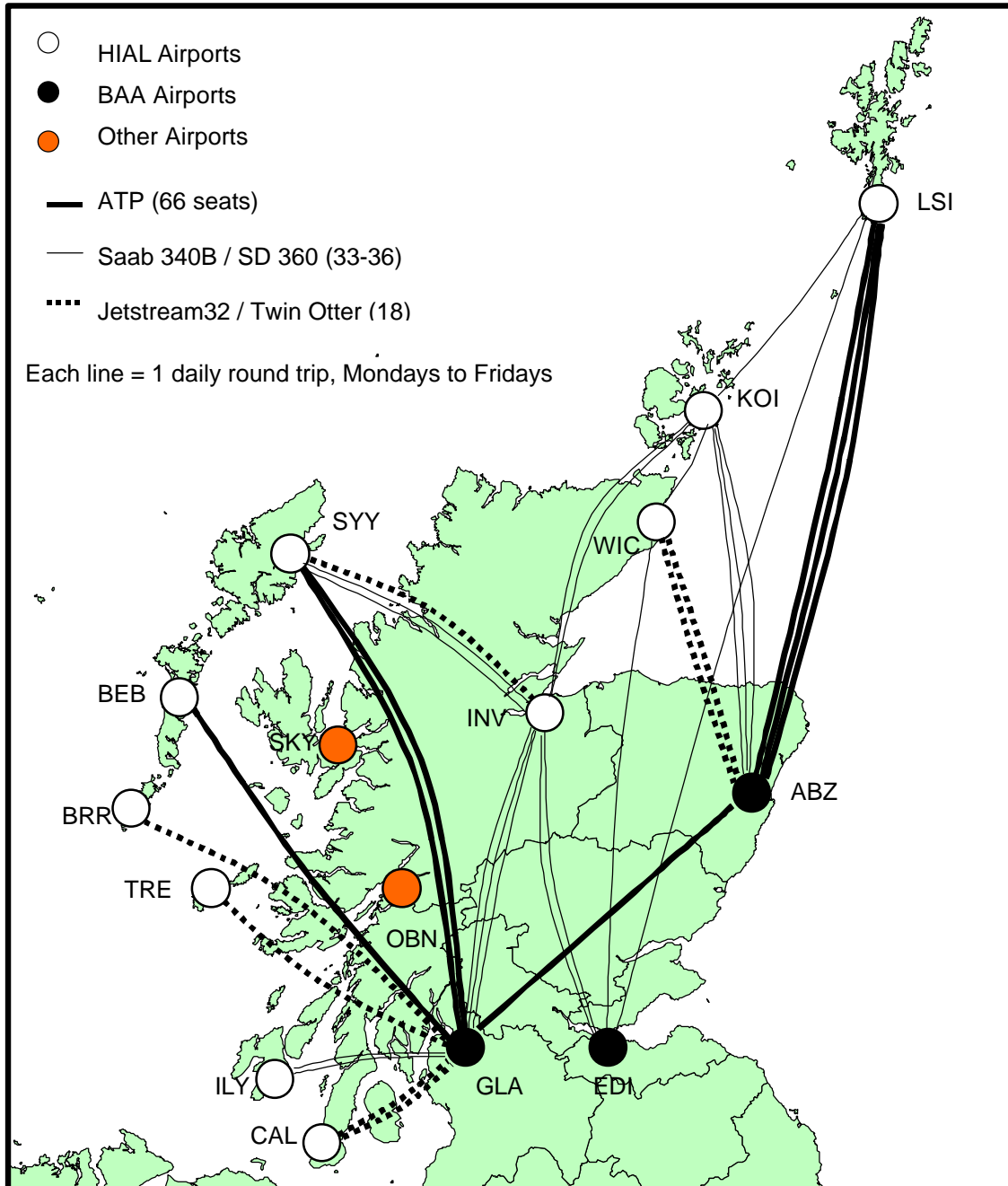
## Appendix Three

### Mechanics of the Cost Model.

- 3.1 The cost model developed for Hitrans seeks to provide a 'ready-reckoner' to examine the impact on costs of differing operating patterns by different aircraft types on each of the five routes studied.
- 3.2 It relies on the following information being input in order to determine the costs.
- 3.3 **Row 3** – the route selected. The model has not been designed to handle multi-sector routes.
- 3.4 **Row 4** – the aircraft type selected. The model can not cope with more than one aircraft type being used in any one iteration.
- 3.5 **Row 11** – the annual utilisation rate assumed. This will vary according to the number of aircraft required to operate the given route, although it is normally just the one; the number of hours required to operate the selected route; and the availability of the aircraft to spread its FOCs by flying on other routes at times when the route under study does not need the aircraft. Generally, aircraft in this region ought to be able to operate for around 2,500 hours a year, with a broader range being between 2,100 and 2,900.
- 3.6 **Row 13** – the number of round trips per week scheduled, from which the annual number is calculated in row 14.
- 3.7 **Row 15** – the average gross fare per passenger expressed as a percentage of the actual measured fare in 2001, from which the new average fare is calculated and displayed at row 16.
- 3.8 **Row 17** – the assumed annual passenger load factor in percent. The interim calculations in rows 29 to 42 assist the consideration of what load factor to choose, and the number of passengers displayed at Row 25, Column O confirm the annual passenger numbers resulting.
- 3.9 **Row 19** – the number of nights per week that the aircraft and its crews nightstop away from (the assumed) operating base. This figure will normally be zero or seven.
- 3.10 **Row 21** – an assessment of a reasonable level of airline overheads, expressed as a percentage of all other costs.
- 3.11 **Row 23** – the £:\$ exchange rate, currently 1:1.56, which impacts particularly upon aircraft ownership costs.

- 3.12 **Row 25** – should fuel prices be considered likely to rise or fall significantly, it is possible to change them by inserting a percentage at this point. It should be noted that the calculations of fuel costs are made in sterling, not dollars.
- 3.13 The model then takes these variables and calculates firstly the operating costs empty, on the assumption of no passenger-related costs. These occur in **Column O**.
- 3.14 **Row 11** – displays the total direct costs of the operation over a twelve month period. This figure is completely unaffected by the utilisation rate selected, being the same at 500 hours utilisation per year, or 3,500.
- 3.15 **Row 13** – displays the cost of nightstops per year, if selected.
- 3.16 **Row 14** – displays the remaining fixed operating costs, as amended by the actual utilisation rate selected. As the rate increases, so the total FOCs for any given operation decrease, reducing the overall cost of the operation.
- 3.17 **Row 15** – applies the selected overheads percentage to all of the three foregoing cost calculations.
- 3.18 **Row 16** – adds together these four costs to provide an annual cost for the route on the assumption of no passengers.
- 3.19 The revenue calculations are based on net revenues per passenger. That is to say, the average gross yield per passenger, as calculated in Column I, row 16, is reduced to reflect all the costs incurred by the airline as a direct result of a passenger travelling. This includes not only the 'passenger DOCs' shown in rows 47 to 52 of Hitrans 2, but also the airport passenger charges shown at rows 21/22 and 38/39 of Hitrans 1. Taking the Glasgow-Stornoway route as an average route, the average costs per passenger are shown as being some £18.18 per single sector (£36.36 per return trip) at the current fare, and £15.88 if fares are halved (see Column I, rows 34/35). These are significant sums, and show why reducing fares significantly rapidly adds to the losses incurred on any route.
- 3.20 **Row 26** – shows the resultant round trip revenue per passenger, being the gross fare less the direct passenger costs just discussed.
- 3.21 **Row 28** – calculates the total route revenue by multiplying the net yield by the passenger number in row 25.
- 3.22 **Row 32** – compares the operating cost empty with the net revenue to provide an estimate of the annual profit or loss of the route.
- 3.23 It should be remembered that none of the calculations allows for incidental route revenue from freight and mail. As a general rule, it would be expected that routes such as these should achieve additional net revenues in the region of 5% of passenger revenues, which will help to reduce any losses.

**Appendix Four. Scheduled Passenger Routes Operated in November 2001**





## Appendix Five

## Analysis of November 2001 Scheduled Passenger Operations in the Highlands and Islands

## Aircraft Costs

Between	and	nautical miles		aircraft	non-stop RTs / wk	non-stop RTs / year	Hours per RT	annual hours	assumed utilisation	annual cost empty £
		one way	round trip							
ABZ	KOI	107.5	215.0	Saab	17	1,768	1.68	2,970	1,500	2,115,809
ABZ	LSI	163.0	326.0	ATP	19	1,976	2.15	4,248	2,100	3,396,704
ABZ	LSI	163.0	326.0	Saab	1	104	2.07	215	1,500	148,300
ABZ	WIC	80.4	160.8	Jetstream	10	1,040	1.52	1,581	1,500	703,648
EDI	INV	98.0	196.0	Saab	12	1,248	1.69	2,109	1,500	1,400,780
EDI	KOI	181.1	362.2							
EDI	LSI	244.9	489.8	Saab	6	624	2.73	1,704	1,500	1,118,070
EDI	SY Y	166.5	333.0	Saab	1	104	2.18	227	1,500	152,677
EDI	WIC	150.7	301.4	Saab	6	624	2.07	1,292	1,500	872,173
GLA	BEB	136.6	273.2	ATP	6	624	2.03	1,267	2,100	1,011,510
GLA	BRR	121.4	242.8	Twin Otter	6	624	2.25	1,404	1,000	561,793
GLA	CAL	49.9	99.8	Twin Otter	10	1,040	1.46	1,518	1,000	369,760
GLA	ILY	62.6	125.2	SD 360	11	1,144	1.36	1,556	1,200	961,938
GLA	INV	100.9	201.8	Saab	7	728	1.71	1,245	1,500	863,674
GLA	INV	100.9	201.8	SD 360	11	1,144	1.71	1,956	1,200	1,248,626
GLA	KOI	191.7	383.4							
GLA	LSI	260.5	521.0							
GLA	SY Y	153.5	307.0	ATP	11	1,144	2.16	2,471	2,100	1,938,745
GLA	TRE	89.7	179.4	Twin Otter	6	624	1.90	1,186	1,000	470,787
INV	KOI	92.5	185.0	Saab	12	1,248	1.49	1,860	1,500	1,307,151
INV	LSI	164.6	329.2	Saab	1	104	2.00	208	1,500	151,291
INV	SY Y	83.2	166.4	Saab	11	1,144	1.42	1,624	1,500	1,153,399
INV	SY Y	83.2	166.4	Jetstream	6	624	1.74	1,086	1,500	415,907
KOI	LSI	74.0	148.0	Saab	6	624	1.36	849	1,500	618,118
KOI	WIC	30.7	61.4	Saab	5	520	1.05	546	1,500	385,672
LSI	WIC	101.9	203.8	Saab	1	104	1.56	162	1,500	124,808
All routes, 2001					182	18,928	1.76	33,283		21,491,340

## Appendix Six

## Analysis of November 2001 Scheduled Passenger Operations in the Highlands and Islands : Current Fares Revenues

Between	and	nautical miles		Annual pax 2001	Round Trip pax 2001	Max fare RT £	Ave. fare RT £	Ave. as % of max	RT Costs per pax £	Annual RT costs £	Net fare / RT £	Annual net Revenue £
		one way	round trip									
ABZ	KOI	107.5	215.0	36,400	18,200	252.00	178.32	70.8%	38.65	703,430	139.67	2,541,994
ABZ	LSI	163.0	326.0	71,500	35,750	268.00	215.44	80.4%	40.34	1,442,155	175.10	6,259,825
ABZ	WIC	80.4	160.8	7,500	3,750	244.00	156.75	64.2%	31.24	117,150	125.51	470,663
EDI	INV	98.0	196.0	12,400	6,200	163.00	163.00	100.0%	30.33	188,046	132.67	822,554
EDI	KOI	181.1	362.2	15,300	7,650	328.00	271.87	82.9%	43.84	335,376	228.03	1,744,430
EDI	LSI	244.9	489.8	15,300	7,650	372.00	236.17	63.5%	41.19	315,104	194.98	1,491,597
EDI	SY Y	166.5	333.0	6,400	3,200	275.00	172.38	62.7%	37.26	119,232	135.12	432,384
EDI	WIC	150.7	301.4	8,200	4,100	270.00	215.50	79.8%	40.85	167,485	174.65	716,065
GLA	BEB	136.6	273.2	21,100	10,550	252.00	159.97	63.5%	35.69	376,530	124.28	1,311,154
GLA	BRR	121.4	242.8	5,400	2,700	183.00	154.67	84.5%	31.23	84,321	123.44	333,288
GLA	CAL	49.9	99.8	8,100	4,050	116.00	88.00	75.9%	22.67	91,814	65.33	264,587
GLA	ILY	62.6	125.2	19,300	9,650	132.00	108.31	82.1%	23.89	230,539	84.42	814,653
GLA	INV	100.9	201.8	26,000	13,000	163.00	133.54	81.9%	34.18	444,340	99.36	1,291,680
GLA	KOI	191.7	383.4	5,300	2,650	328.00	263.00	80.2%	43.32	114,798	219.68	582,152
GLA	LSI	260.5	521.0	12,500	6,250	386.00	193.88	50.2%	38.63	241,438	155.25	970,313
GLA	SY Y	153.5	307.0	47,400	23,700	252.00	156.08	61.9%	36.28	859,836	119.80	2,839,260
GLA	TRE	89.7	179.4	5,200	2,600	144.00	106.75	74.1%	24.85	64,610	81.90	212,940
INV	KOI	92.5	185.0	9,200	4,600	190.00	166.48	87.6%	33.91	155,986	132.57	609,822
INV	LSI	164.6	329.2	4,800	2,400	276.00	263.00	95.3%	51.10	122,640	211.90	508,560
INV	SY Y	83.2	166.4	24,800	12,400	150.00	119.88	79.9%	30.82	382,168	89.06	1,104,344
KOI	LSI	74.0	148.0	7,400	3,700	152.00	129.20	85.0%	32.10	118,770	97.10	359,270
KOI	WIC	30.7	61.4	1,200	600	54.00	45.90	85.0%	21.16	12,696	24.74	14,844
LSI	WIC	101.9	203.8	400	200	160.00	136.00	85.0%	45.23	9,046	90.77	18,154
All routes, 2001				371,100	185,550		174.68		36.10	6,697,508	138.59	25,714,531

Fares *in italics* estimated by A&TC

## Appendix Seven

## Analysis of November 2001 Scheduled Passenger Operations in the Highlands and Islands

: Target Fares

Revenues

Between	and	nautical miles		Annual	Round Trip	Ave. fare	Target	Target, %	RT Costs	Annual RT	Net fare /	Annual net
		one way	round trip	pax 2001	pax 2001	RT £	fare RT	of actual	per pax £	costs £	RT £	Revenue £
ABZ	KOI	107.5	215.0	36,400	18,200	178.32	99.50	55.8%	33.92	617,344	65.58	1,193,556
ABZ	LSI	163.0	326.0	71,500	35,750	215.44	132.80	61.6%	35.38	1,264,835	97.42	3,482,765
ABZ	WIC	80.4	160.8	7,500	3,750	156.75	83.24	53.1%	26.83	100,613	56.41	211,538
EDI	INV	98.0	196.0	12,400	6,200	163.00	93.80	57.5%	26.17	162,254	67.63	419,306
EDI	KOI	181.1	362.2	15,300	7,650	271.87	143.66	52.8%	36.15	276,548	107.51	822,452
EDI	LSI	244.9	489.8	15,300	7,650	236.17	181.94	77.0%	37.93	290,165	144.01	1,101,677
EDI	SY Y	166.5	333.0	6,400	3,200	172.38	134.90	78.3%	35.02	112,064	99.88	319,616
EDI	WIC	150.7	301.4	8,200	4,100	215.50	125.42	58.2%	35.44	145,304	89.98	368,918
GLA	BEB	136.6	273.2	21,100	10,550	159.97	116.96	73.1%	33.10	349,205	83.86	884,723
GLA	BRR	121.4	242.8	5,400	2,700	154.67	107.84	69.7%	28.42	76,734	79.42	214,434
GLA	CAL	49.9	99.8	8,100	4,050	88.00	64.94	73.8%	21.28	86,184	43.66	176,823
GLA	ILY	62.6	125.2	19,300	9,650	108.31	72.56	67.0%	21.74	209,791	50.82	490,413
GLA	INV	100.9	201.8	26,000	13,000	133.54	95.54	71.5%	31.90	414,700	63.64	827,320
GLA	KOI	191.7	383.4	5,300	2,650	263.00	150.02	57.0%	36.53	96,805	113.49	300,749
GLA	LSI	260.5	521.0	12,500	6,250	193.88	191.30	98.7%	38.48	240,500	152.82	955,125
GLA	SY Y	153.5	307.0	47,400	23,700	156.08	127.10	81.4%	34.54	818,598	92.56	2,193,672
GLA	TRE	89.7	179.4	5,200	2,600	106.75	88.82	83.2%	23.77	61,802	65.05	169,130
INV	KOI	92.5	185.0	9,200	4,600	166.48	90.50	54.4%	29.36	135,056	61.14	281,244
INV	LSI	164.6	329.2	4,800	2,400	263.00	133.76	50.9%	43.35	104,040	90.41	216,984
INV	SY Y	83.2	166.4	24,800	12,400	119.88	84.92	70.8%	28.71	356,004	56.21	697,004
KOI	LSI	74.0	148.0	7,400	3,700	129.20	79.40	61.5%	29.11	107,707	50.29	186,073
KOI	WIC	30.7	61.4	1,200	600	45.90	53.42	116.4%	21.61	12,966	31.81	19,086
LSI	WIC	101.9	203.8	400	200	136.00	96.14	70.7%	42.84	8,568	53.30	10,660
All routes, 2001				371,100	185,550	174.68	116.36	66.6%	32.59	6,047,785	83.77	15,543,266

Target Fares are based on £35.00 per Round Trip plus £0.30 per nautical mile

Fares *in italics* estimated by A&TC

## Appendix Eight

### Current and Proposed average yields for the sixteen largest routes

City Pair	LSI ABZ	SY GLA	KOI ABZ	SY INV	INV GLA	BEB GLA	ILY GLA	LSI EDI
Passengers per year	103,745	75,112	61,628	40,021	38,396	37,158	32,012	26,195
Round Trip Nautical Miles	326.0	307.0	215.0	166.4	201.8	273.2	125.2	489.8
Maximum R.T Fare £ 2001	268.00	252.00	328.00	150.00	163.00	252.00	132.00	372.00
Max fare as £ per nm	0.82	0.82	1.53	0.90	0.81	0.92	1.05	0.76
Average fare paid 2001	215.00	156.00	178.00	120.00	134.00	160.00	108.00	236.00
<i>Ave. fare as % of max fare</i>	<i>80.2%</i>	<i>61.9%</i>	<i>54.3%</i>	<i>80.0%</i>	<i>82.2%</i>	<i>63.5%</i>	<i>81.8%</i>	<i>63.4%</i>
Ave fare at £35 + £0.30per nm	132.80	127.10	99.50	84.92	95.54	116.96	72.56	181.94
<i>Fare reduction (%)</i>	<i>38.2%</i>	<i>18.5%</i>	<i>44.1%</i>	<i>29.2%</i>	<i>28.7%</i>	<i>26.9%</i>	<i>32.8%</i>	<i>22.9%</i>

City Pair	KOI EDI	INV EDI	KOI INV	LSI GLA	WIC EDI	WIC ABZ	SY EDI	LSI KOI
Passengers per year	24,494	24,127	22,705	19,937	19,764	16,382	15,622	14,752
Round Trip Nautical Miles	362.2	196.0	185.0	521.0	301.4	160.8	333.0	148.0
Maximum R.T Fare £ 2001	328.0	163.0	190.0	386.0	270.0	244.0	275.0	150.0
Max fare as £ per nm	0.91	0.83	1.03	0.74	0.90	1.52	0.83	1.01
Average fare paid 2001	272.0	163.0	166.0	194.0	215.0	157.0	172.0	127.0
<i>Ave. fare as % of max fare</i>	<i>82.9%</i>	<i>100.0%</i>	<i>87.4%</i>	<i>50.3%</i>	<i>79.6%</i>	<i>64.3%</i>	<i>62.5%</i>	<i>84.7%</i>
Ave fare at £35 + £0.30per nm	143.66	93.80	90.50	191.30	125.42	83.24	134.90	79.40
<i>Fare reduction (%)</i>	<i>47.2%</i>	<i>42.5%</i>	<i>45.5%</i>	<i>1.4%</i>	<i>41.7%</i>	<i>47.0%</i>	<i>21.6%</i>	<i>37.5%</i>

## Appendix Nine

## Analysis of November 2001 Scheduled Passenger Operations in the Highlands and Islands : Impact of Target Fares

## Passenger Numbers

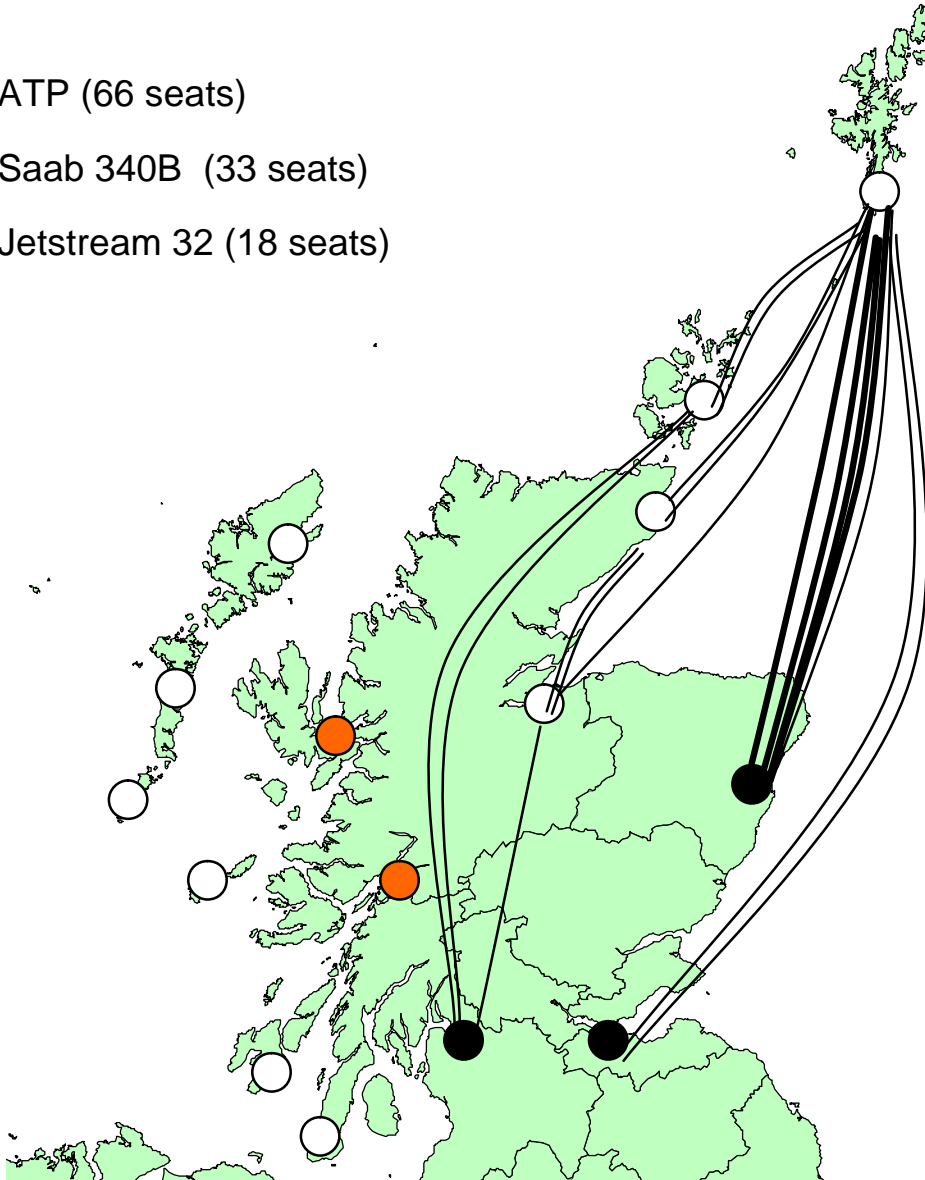
Between	and	nautical miles		Annual pax 2001	Revised pax 2001*	Percent of pax travelling for:			Ave. fare RT £	Target fare RT £	Fare Reduction %	Pax forecast due yield elasticities			Total	% increase pax nos.
		one way	round trip			Business	Leisure	Interline				0.75	1.25	0.65		
ABZ	KOI	107.5	215.0	36,400	36,400	35	35	30	178.32	99.50	44%	16,963	19,779	14,057	50,800	40%
ABZ	LSI	163.0	326.0	71,500	71,500	35	35	30	215.44	132.80	38%	32,224	37,024	26,798	96,047	34%
ABZ	WIC	80.4	160.8	7,500	8,500	25	15	60	156.75	83.24	47%	2,872	2,022	6,655	11,549	36%
EDI	INV	98.0	196.0	12,400	12,400	15	10	75	163.00	93.80	42%	2,452	1,898	11,866	16,217	31%
EDI	KOI	181.1	362.2	15,300	15,300	45	30	25	271.87	143.66	47%	9,320	7,296	4,997	21,613	41%
EDI	LSI	244.9	489.8	15,300	15,300	40	40	20	236.17	181.94	23%	7,174	7,877	3,517	18,567	21%
EDI	SY Y	166.5	333.0	6,400	6,400	30	45	25	172.38	134.90	22%	2,233	3,663	1,826	7,722	21%
EDI	WIC	150.7	301.4	8,200	10,000	30	10	60	215.50	125.42	42%	3,941	1,523	7,630	13,093	31%
GLA	BEB	136.6	273.2	21,100	21,100	25	45	30	159.97	116.96	27%	6,339	12,686	7,436	26,461	25%
GLA	BRR	121.4	242.8	5,400	5,400	10	65	25	154.67	107.84	30%	663	4,838	1,616	7,117	32%
GLA	CAL	49.9	99.8	8,100	8,100	15	50	35	88.00	64.94	26%	1,454	5,377	3,318	10,148	25%
GLA	ILY	62.6	125.2	19,300	20,100	35	50	15	108.31	72.56	33%	8,777	14,197	3,662	26,635	33%
GLA	INV	100.9	201.8	26,000	28,000	10	5	85	133.54	95.54	28%	3,398	1,898	28,202	33,498	20%
GLA	KOI	191.7	383.4	5,300	5,300	25	40	35	263.00	150.02	43%	1,752	3,258	2,373	7,383	39%
GLA	LSI	260.5	521.0	12,500	13,000	25	40	35	193.88	191.30	1%	3,282	5,286	4,589	13,158	1%
GLA	SY Y	153.5	307.0	47,400	47,400	25	40	35	156.08	127.10	19%	13,500	23,360	18,592	55,453	17%
GLA	TRE	89.7	179.4	5,200	5,800	20	70	10	106.75	88.82	17%	1,306	4,912	643	6,862	18%
INV	KOI	92.5	185.0	9,200	9,500	55	30	15	166.48	90.50	46%	7,013	4,476	1,848	13,337	40%
INV	LSI	164.6	329.2	4,800	5,600	60	25	15	263.00	133.76	49%	4,598	2,260	1,108	7,967	42%
INV	SY Y	83.2	166.4	24,800	29,000	50	45	5	119.88	84.92	29%	17,671	17,807	1,725	37,203	28%
KOI	LSI	74.0	148.0	7,400	7,400	60	40	0	129.20	79.40	39%	5,724	4,386	0	10,110	37%
KOI	WIC	30.7	61.4	1,200	2,000	60	40	0	45.90	53.42	-16%	1,053	636	0	1,689	-16%
LSI	WIC	101.9	203.8	400	400	60	40	0	136.00	96.14	29%	293	219	0	511	28%
All routes, 2001				371,100	383,900				174.68	116.36	33%	154,002	186,678	152,460	493,140	28%

\* Revised pax 2001 based on improved schedules and passenger figures recorded in November 2001

Appendix Ten. Scheduled Passenger Routes Proposed –

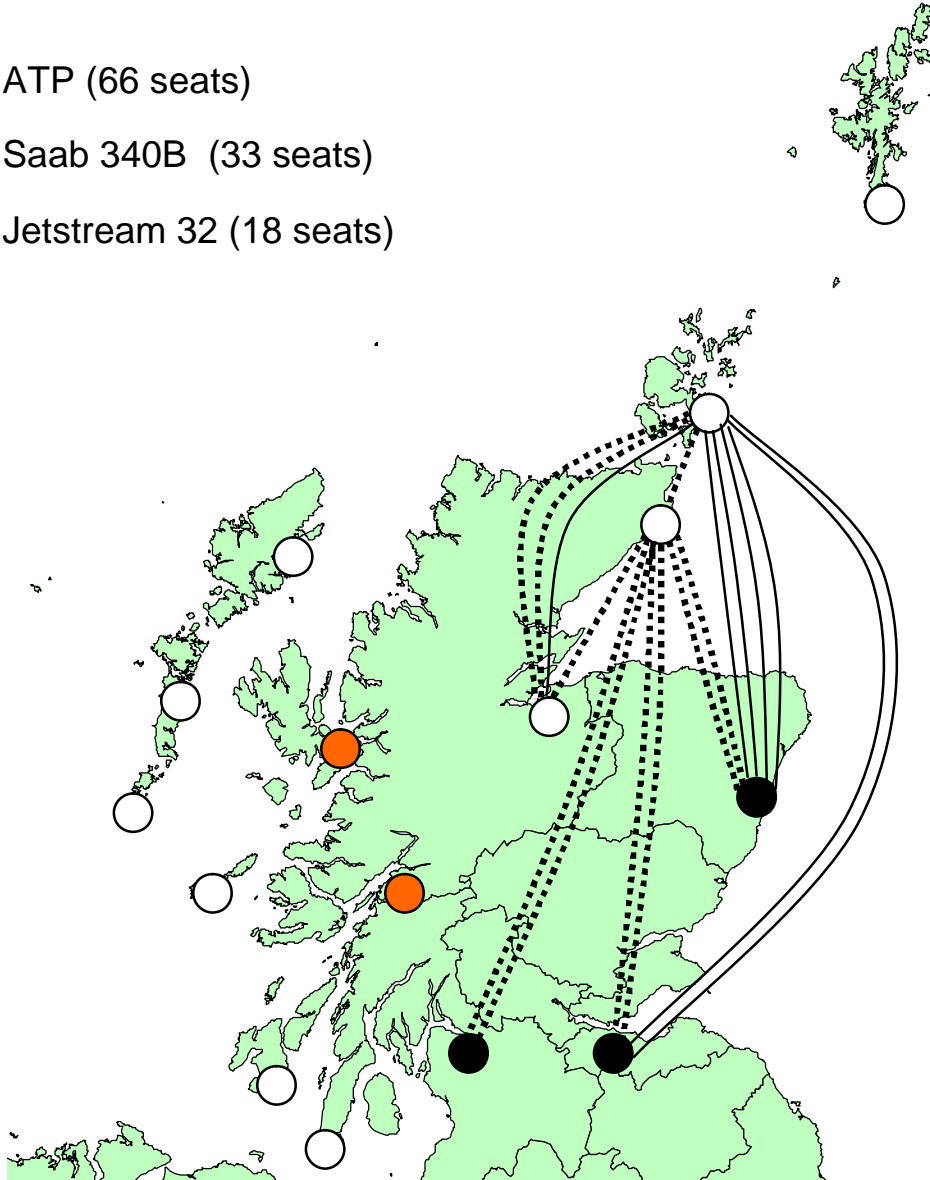
**PSO Bundle A – ‘Shetland Isles’**

- ATP (66 seats)
- Saab 340B (33 seats)
- .... Jetstream 32 (18 seats)



**Appendix Ten. Scheduled Passenger Routes Proposed –  
PSO Bundle B – ‘Orkney and Caithness’**

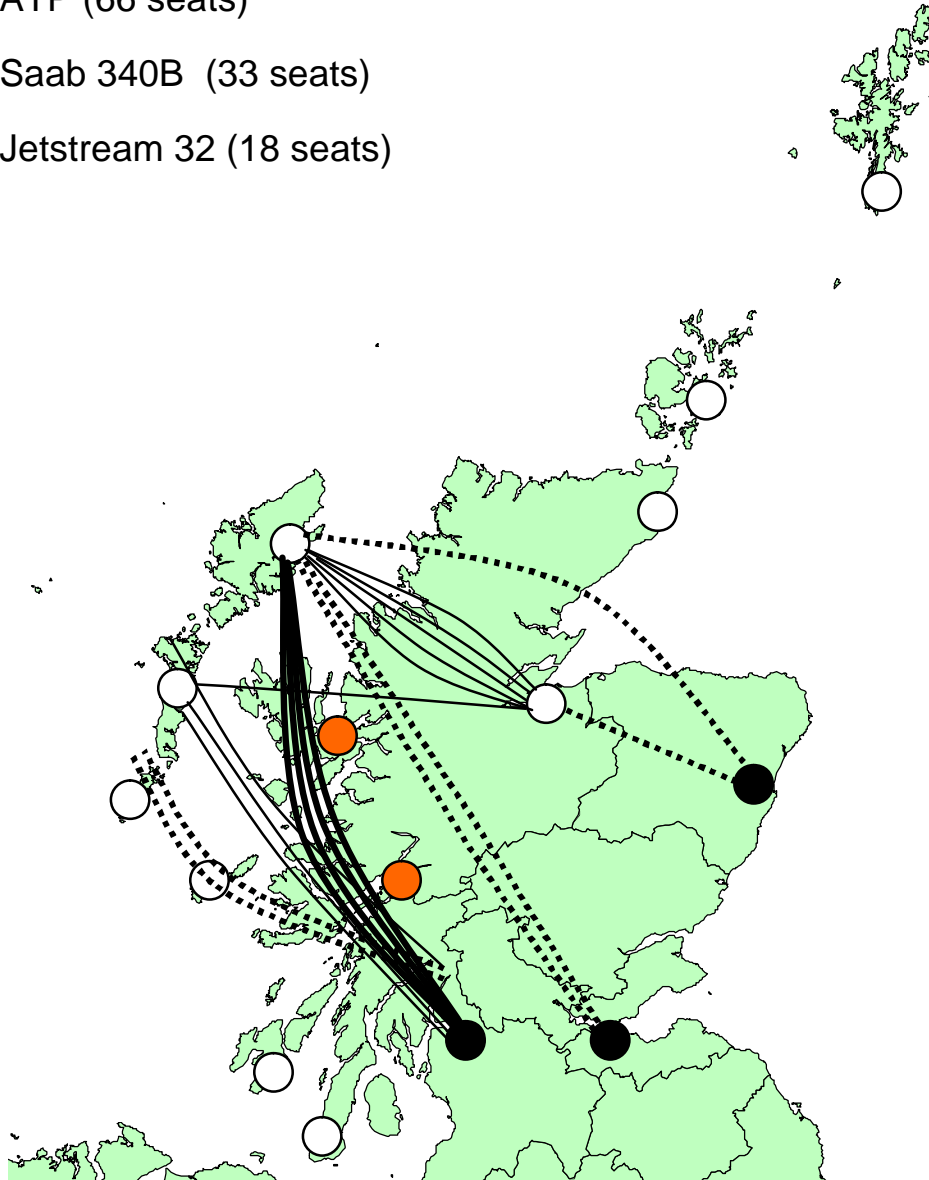
- ATP (66 seats)
- Saab 340B (33 seats)
- .... Jetstream 32 (18 seats)



**Appendix Ten. Scheduled Passenger Routes Proposed**

**PSO Bundle C – ‘Western Isles’**

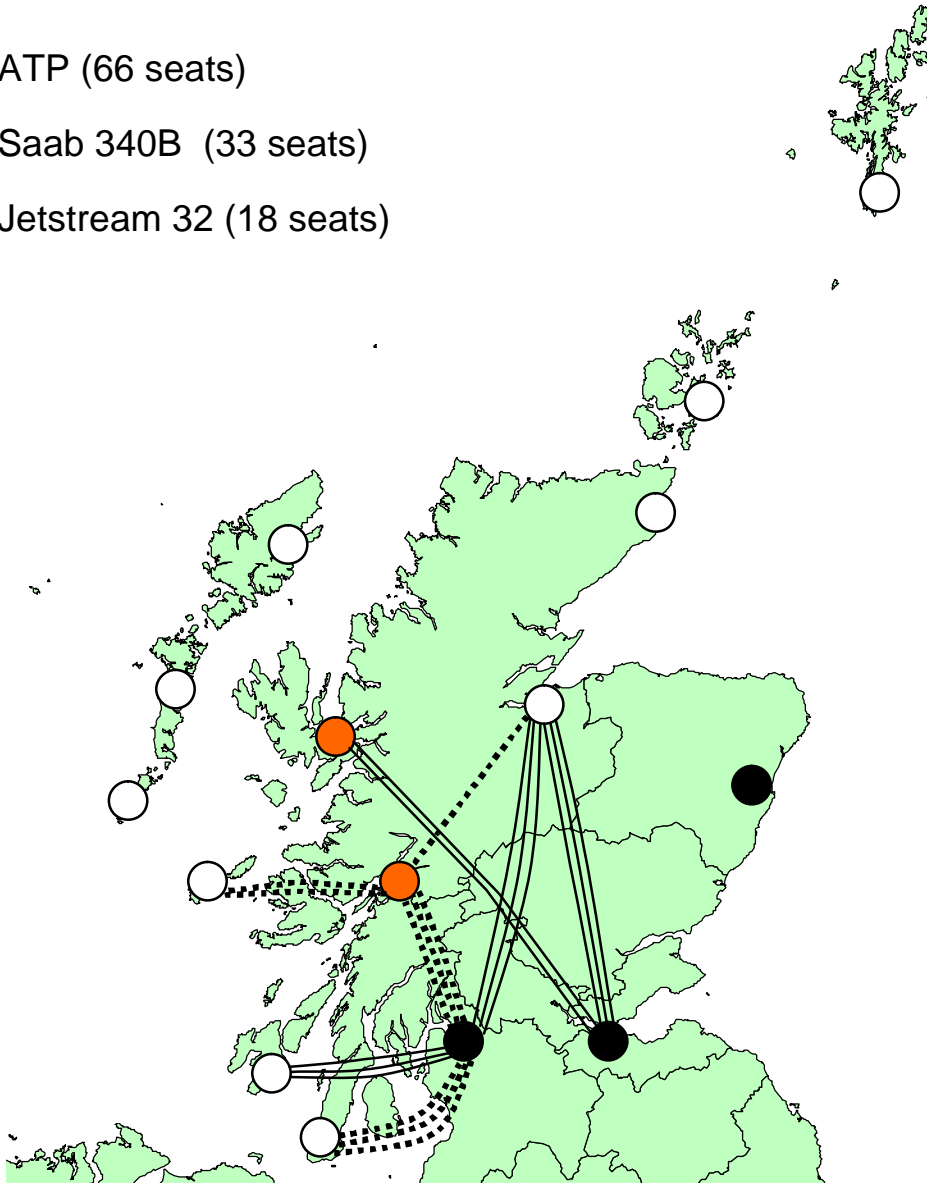
- ATP (66 seats)
- Saab 340B (33 seats)
- .... Jetstream 32 (18 seats)



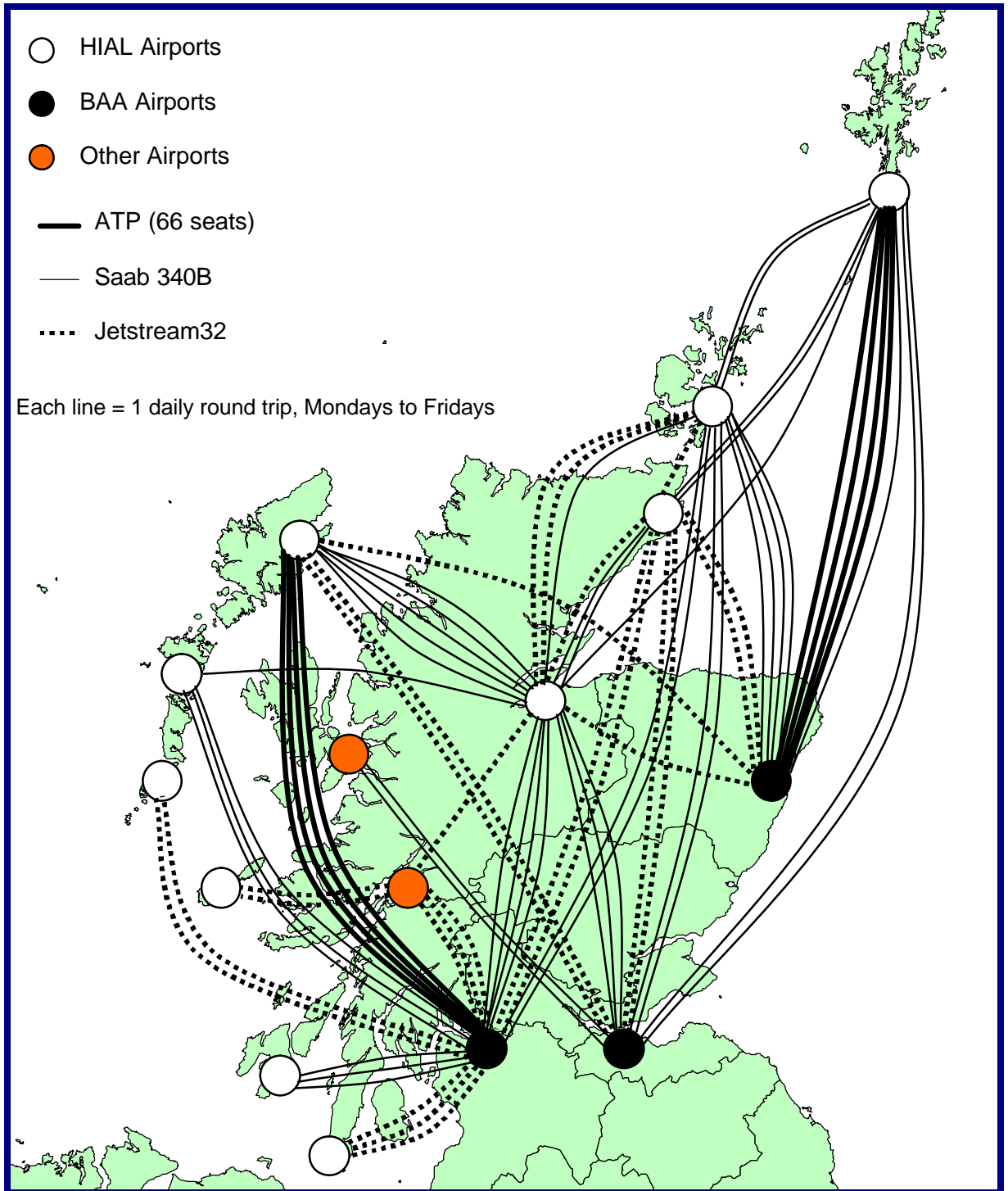


**Appendix Ten. Scheduled Passenger Routes Proposed  
PSO Bundle D – ‘Argyll and Highland’**

- ATP (66 seats)
- Saab 340B (33 seats)
- .... Jetstream 32 (18 seats)



**Appendix Ten. Scheduled Passenger Routes Proposed – Full Network**



## Appendix Eleven

## HITRANS Proposed PSO Bundles

## Proposed Operating Pattern - by Aircraft

## Bundle A - Shetland Islands

Aircraft type seats	ATP - 1 66	Hours p.a. [per wkday] 2,600 [8:00]	Saab - 1 33	Hours p.a. [per wkday] 3,120 [9:00]	Saab - 2 33	Hours p.a. [per wkday] 3,348 [9:20]	Saab - 3 33	Hours p.a. [per wkday] 1,768 [5:40]				
depart	LSI	07:30	123456-	ABZ	07:10	123456-	GLA	07:30	1234567	LSI	07:15	123456-
arrive	ABZ	08:30		LSI	08:10		KOI	08:45		WIC	08:00	
depart	ABZ	09:10	123456-	LSI	08:40	123456-	KOI	09:05	1234567	WIC	08:20	123456-
arrive	LSI	10:10		EDI	10:05		LSI	09:45		INV	09:00	
depart	LSI	11:00	1234567	EDI	10:35	123456-	LSI	10:15	1234567	INV	09:30	123456-
arrive	ABZ	12:00		LSI	12:00		KOI	10:55		WIC	10:10	
depart	ABZ	12:40	1234567	LSI	12:30	1234567	KOI	11:15	1234567	WIC	10:30	123456-
arrive	LSI	13:40		<b>INV</b>	<b>13:30</b>		GLA	12:30		LSI	11:15	
depart	LSI	14:30	123456-	<b>INV</b>	<b>14:50</b>	1234567	GLA	13:00	1234567			
arrive	ABZ	15:30		LSI	15:50		<b>INV</b>	<b>13:50</b>				
depart	ABZ	16:10	123456-	LSI	16:40	12345-7	<b>INV</b>	<b>14:50</b>	1234567	<i>cover aircraft</i>		
arrive	LSI	17:10		EDI	18:05		GLA	15:40				
depart	LSI	18:00	12345-7	EDI	18:35	12345-7	GLA	16:30	1234567	LSI	17:45	12345-7
arrive	ABZ	19:00		LSI	20:00		KOI	17:45		WIC	18:30	
depart	ABZ	19:40	12345-7	LSI	20:30	12345-7	KOI	18:05	1234567	WIC	18:50	12345-7
arrive	LSI	20:40		ABZ	21:30		LSI	18:45		INV	19:30	
depart							LSI	19:15	1234567	INV	20:10	12345-7
arrive							KOI	19:55		WIC	20:50	
depart							KOI	20:15	1234567	WIC	21:10	12345-7
arrive							GLA	21:30		LSI	21:55	

## Appendix Eleven

## HITRANS Proposed PSO Bundles

## Proposed Operating Pattern - by Aircraft

## Bundle B - Orkney Islands and Caithness

Aircraft type seats	Saab - 4 33	Hours p.a. [per wkday] 2,800 [8:10]	Saab - 5 33	Hours p.a. [per wkday] 1,456 [4:40]	Jetst 32 - 1 18	Hours p.a. [per wkday] 2,705 [8:40]	Jetst 32 - 2 18	Hours p.a. [per wkday] 2,720 [8:20]				
depart	KOI	07:10	123456-	KOI	07:20	123456-	WIC	07:15	123456-	KOI	07:15	123456-
arrive	ABZ	08:00		EDI	08:30		GLA	08:20		INV	08:00	
depart	ABZ	08:30	123456-	EDI	09:00	123456-	GLA	08:50	123456-	INV	08:30	123456-
arrive	KOI	09:20		KOI	10:10		WIC	09:55		KOI	09:15	
depart	KOI	10:10	1234567				WIC	10:45	123456-	KOI	09:45	1234567
arrive	ABZ	11:00					EDI	11:50		WIC	10:15	
depart	ABZ	11:30	1234567				EDI	12:20	123456-	WIC	10:30	123456-
arrive	KOI	12:20					WIC	13:35		ABZ	11:15	
depart	KOI	12:50	1234567	<i>cover aircraft</i>			WIC	14:15	12345-7	ABZ	11:45	123456-
arrive	<b>INV</b>	<b>13:35</b>					GLA	15:20		WIC	12:30	
depart	<b>INV</b>	<b>14:45</b>	1234567				GLA	15:50	12345-7	WIC	12:50	1234567
arrive	KOI	15:30					WIC	16:55		<b>INV</b>	<b>13:30</b>	
depart	KOI	16:10	1234567	KOI	17:50	12345-7	WIC	17:45	12345-7	<b>INV</b>	<b>14:30</b>	1234567
arrive	ABZ	17:00		EDI	19:00		EDI	18:50		WIC	15:10	
depart	ABZ	17:30	1234567	EDI	19:30	12345-7	EDI	19:20	12345-7	WIC	15:30	12345-7
arrive	KOI	18:20		KOI	20:40		WIC	20:25		ABZ	16:15	
depart	KOI	19:10	12345-7							ABZ	16:45	12345-7
arrive	ABZ	20:00								WIC	17:30	
depart	ABZ	20:30	12345-7							WIC	17:45	1234567
arrive	KOI	21:20								KOI	18:15	
										KOI	18:45	12345-7
										INV	19:30	
										INV	20:00	12345-7
										KOI	20:45	

Appendix Eleven

HITRANS Proposed PSO Bundles

Proposed Operating Pattern - by Aircraft

Bundle C - Western Isles

Aircraft type seats	ATP - 2			Saab - 6			Saab - 7			Jetst 32 - 3			Jetst 32 - 4		
	66	Hours p.a. [per wkday]	2,752 [8:40]	33	Hours p.a. [per wkday]	2,392[7:40]	33	Hours p.a. [per wkday]	2,340 [7:30]	18	Hours p.a. [per wkday]	2,560 [7:40]	*	18	Hours p.a. [per wkday]
depart	SY	07:30	123456-	GLA	07:30	123456-	SY	07:20	123456-	SY	07:40	123456-	SY	07:50	123456-
arrive	GLA	08:35		BEB	08:30		INV	08:05		EDI	08:45		BEB	08:20	
depart	GLA	09:10	123456-	BEB	09:00	123456-	INV	08:35	123456-	EDI	09:30	123456-	BEB	08:55	123456-
arrive	SY	10:15		GLA	10:00		SY	09:20		SY	10:35		BRR	09:15	
depart	SY	11:00	123456-	GLA	11:30	123456-	SY	10:20	123456-	SY	11:15	1234567	BRR	09:35	123456-
arrive	GLA	12:05		BEB	12:30		INV	11:05		ABZ	12:15		GLA	10:30	
depart	GLA	12:40	123456-	BEB	13:00	123456-	INV	11:35	123456-	ABZ	13:05	1234567	GLA	11:00	123456-
arrive	SY	13:45		INV	13:40		SY	12:20		INV	13:45		BRR	11:55	
depart	SY	14:30	123456-	INV	14:45	12345-7	SY	12:50	1324567	INV	14:35	1234567	BRR	12:15	123456-
arrive	GLA	15:35		BEB	15:25		INV	13:35		ABZ	15:15		BEB	12:35	
depart	GLA	16:10	12345-7	BEB	15:50	12345-7	INV	14:35	1234567	ABZ	16:00	1234567	BEB	13:10	123456-
arrive	SY	17:15		GLA	16:50		SY	15:20		SY	17:00		SY	13:40	
depart	SY	18:00	12345-7	GLA	18:30	12345-7	SY	16:20	12345--	SY	17:40	12345-7	SY	14:50	12345-7
arrive	GLA	19:05		BEB	19:30		INV	17:05		EDI	18:45		BEB	15:20	
depart	GLA	19:40	12345-7	BEB	20:00	12345-7	INV	17:35	12345--	EDI	19:30	12345-7	BEB	15:55	12345-7
arrive	SY	20:45		GLA	21:00		SY	18:20		SY	20:35		BRR	16:15	
depart	ATP - 3 Hours p.a. [per wkday]						SY	19:20	12345-7				BRR	16:35	12345-7
arrive	66 0 [0:00]						INV	20:05					GLA	17:30	
depart							INV	20:35	12345-7				GLA	18:00	12345-7
arrive	INV 00:00						SY	21:20					BRR	18:55	
depart	operational cover												BRR	19:15	12345-7
arrive													BEB	19:35	
depart															
arrive															
depart	INV 23:59														
arrive															

Jetst 32-4 - steady-state only  
 \* Includes 1040 hours [3:20] for Western Isles PSO between SY - BEB - BRR

## Appendix Eleven

## HITRANS Proposed PSO Bundles

## Proposed Operating Pattern - by Aircraft

## Bundle D - Argyll and Highland

Aircraft type seats	Saab - 8			Saab - 9			Saab - 10			Jetst 32 - 4			Jetst 32 - 5		
		Hours p.a. [per wkday]		[Dash 8 - 1]	Hours p.a. [per wkday]		[per wkday]		Hours p.a. [per wkday]		Hours p.a. [per wkday]		[Dash 8 - 2]	Hours p.a. [per wkday]	
	33	2,900 [9:00]		33	2,960 [8:40]		33	0 [0:00]		18	2,040 [6:40]		18	1,153 [3:30]	
depart	INV	07:00	123456-	EDI	07:20	1234567	GLA	00:00	GLA	07:40	123456-	GLA	07:45	12345--	
arrive	GLA	07:50		INV	08:10					OBN	08:15		CAL	08:20	
depart	GLA	08:30	123456-	INV	08:40	1234567	<i>maintenance cover</i>			OBN	08:30	123456-	CAL	08:40	12345--
arrive	ILY	09:10		EDI	09:30						TRE	09:00		GLA	09:15
depart	ILY	09:30	123456-	EDI	10:10	123456-	GLA	23:59	TRE	09:30	123456-				
arrive	GLA	10:10		SKY	11:05				OBN	10:00					
depart	GLA	10:40	123456-	SKY	11:25	123456-			OBN	10:15	123456-				
arrive	INV	11:30		EDI	12:20				GLA	10:50					
depart	INV	12:00	123456-	EDI	12:50	1234567			GLA	12:15	1234567	GLA	12:45	123456-	
arrive	GLA	12:50		<b>INV</b>	<b>13:40</b>			OBN	12:50		CAL	13:20			
depart	GLA	13:30	123456-	<b>INV</b>	<b>14:40</b>	1234567			OBN	13:05	1234567	CAL	13:40	123456-	
arrive	ILY	14:10		EDI	15:30			<b>INV</b>	<b>13:40</b>		GLA	14:15			
depart	ILY	14:30	123456-	EDI	16:10	12345-7			OBN	15:15	1243567				
arrive	GLA	15:10		SKY	17:05				OBN	15:30	1234567				
depart	GLA	15:40	123456-	SKY	17:25	12345-7			GLA	16:05					
arrive	INV	16:30		EDI	18:20				OBN	16:05					
depart	INV	17:00	12345-7	EDI	18:50	1234567			GLA	17:40	12345-7	GLA	17:45	12345-7	
arrive	GLA	17:50		INV	19:40			OBN	18:15		CAL	18:20			
depart	GLA	18:30	12345-7	INV	20:10	1234567			OBN	18:30	12345-7	CAL	18:40	12345-7	
arrive	ILY	19:10		EDI	21:00			TRE	19:00		GLA	19:15			
depart	ILY	19:30	12345-7						TRE	19:30	12345-7				
arrive	GLA	20:10							OBN	20:00					
depart	GLA	20:40	12345-7						OBN	20:15	12345-7				
arrive	INV	21:30							GLA	20:50					

Appendix Eleven

HITRANS Proposed PSO Bundles

Proposed Operating Pattern - by Aircraft

Interim Bundle D - Argyll and Highland

Aircraft type seats	Saab - 5		Hours p.a. [per wkday]	Saab - 8 [Dash 8 - 1]		Hours p.a. [per wkday]	Jetst 32 - 4		Hours p.a. [per wkday]
	33		2,900 [9:00]	33		1,820 [5:00]	18		850 [2:20]
depart	INV	07:00	123456-	EDI	07:20	1234567			
arrive	GLA	07:50		INV	08:10				
depart	GLA	08:30	123456-	INV	08:40	1234567			
arrive	ILY	09:10		EDI	09:30				
depart	ILY	09:30	123456-						
arrive	GLA	10:10							
depart	GLA	10:40	123456-						
arrive	INV	11:30							
depart	INV	12:00	123456-	EDI	12:50	1234567	GLA	12:15	1234567
arrive	GLA	12:50		INV	13:40		OBN	12:50	
depart	GLA	13:30	123456-	INV	14:40	1234567	OBN	13:05	1234567
arrive	ILY	14:10		EDI	15:30		INV	13:40	
depart	ILY	14:30	123456-				INV	14:40	1243567
arrive	GLA	15:10					OBN	15:15	
depart	GLA	15:40	123456-				OBN	15:30	1234567
arrive	INV	16:30					GLA	16:05	
depart	INV	17:00	12345-7	EDI	18:50	1234567			
arrive	GLA	17:50		INV	19:40				
depart	GLA	18:30	12345-7	INV	20:10	1234567			
arrive	ILY	19:10		EDI	21:00				
depart	ILY	19:30	12345-7						
arrive	GLA	20:10							
depart	GLA	20:40	12345-7						
arrive	INV	21:30							

Possible operating pattern for proposed Argyll and Bute Islander

Aircraft type seats	Islander		Islander		Hours p.a.	
					2,210	
depart	ILY	07:20	123456-	ILY	21:10	12345-7
arrive	CNS	07:35		CNS	20:55	
depart	CNS	07:45	123456-	CNS	20:45	12345-7
arrive	OBN	08:10		OBN	20:20	
depart	OBN	08:35	123456-	OBN	19:55	12345-7
arrive	COL*	09:00		COL*	19:30	
depart	COL*	09:30	123456-	COL*	19:00	12345-7
arrive	OBN	09:55		OBN	18:35	
depart	OBN	11:10	1234567	OBN	17:20	1234567
arrive	ILY	11:40		ILY	16:50	
depart	ILY	11:50	1234567	ILY	16:40	1234567
arrive	CAL	12:05		CAL	16:25	
depart	CAL	12:15	1234567	CAL	16:15	1234567
arrive	OBN	12:45		OBN	15:45	
depart	OBN	13:20	1234567	OBN	15:10	1234567
arrive	SKY	13:50		SKY	14:40	

'Steady-State' Utilisation

COL\* Operates to CNS days 1-3-5-- and COL days -2-4-6-

Utilisation rates:			
Aircraft	Units	Hours	Ave.Hours
ATP	3	5,352	1,784
Saab 340	10	23,084	2,308
Jetstream 32	6	13,362	2,227
<b>Total</b>	<b>19</b>	<b>41,798</b>	<b>2,200</b>

Airport codes			
ABZ	Aberdeen	INV	Inverness
BEB	Benbecula	KOI	Kirkwall
BRR	Barra	LSI	Sumburgh
CAL	Campbeltown	OBN	Oban
CNS	Colonsay	SKY	Skye
COL	Coll	SYI	Stornoway
EDI	Edinburgh	TRE	Tiree
GLA	Glasgow	WIC	Wick
ILY	Islay		
All times are local 1234567 days of operation			

'Interim' Utilisation

Utilisation rates:			
Aircraft	Units	Hours	Ave.Hours
ATP	3	5,352	1,784
Saab 340	9	21,944	2,438
Jetstream 32	4	8,835	2,209
<b>Total</b>	<b>16</b>	<b>36,131</b>	<b>2,258</b>

## Appendix Twelve

## Proposed Operating Pattern - by Airport

## A) - SUMBURGH, KIRKWALL, WICK

SUMBURGH SCHEDULES MONDAYS TO FRIDAYS												
Depart												
GLA	07:30						(13:00)	16:30				
EDI			(07:20)	10:35			(12:50)		18:35	(19:20)		
ABZ	07:10		<b>09:10</b>			<b>12:40</b>		<b>16:10</b>		<b>19:40</b>		
INV				09:30			14:50			20:10		
WIC				10:30						21:10		
KOI		09:05							18:05			
Arrive												
LSI	08:10	09:45	<b>10:10</b>	11:15	12:00	<b>13:40</b>	15:50	<b>17:10</b>	18:45	20:00	<b>20:40</b>	21:55
Depart												
LSI	07:15	<b>07:30</b>	08:40	10:15	<b>11:00</b>	12:30	<b>14:30</b>	16:40	17:45	<b>18:00</b>	19:15	20:30
Arrive												
KOI				10:55						19:55		
WIC	08:00							18:30				
INV	09:00					13:30		19:30				
ABZ		<b>08:30</b>			<b>12:00</b>		<b>15:30</b>		<b>19:00</b>		21:30	
EDI			10:05			(15:30)		18:05	(21:00)			
GLA				12:30		(15:40)				21:30		

KIRKWALL SCHEDULES MONDAYS TO FRIDAYS														
Depart														
GLA	07:30						(13:00)	16:30	(15:50)					
EDI			09:00				(12:50)			19:30				
ABZ					11:30		(13:05)	16:45	17:30				20:30	
INV	08:30	08:30					14:45					20:00		
WIC								17:45						
LSI				10:15						19:15				
Arrive														
KOI	08:45	09:15	09:20	10:10	10:55	12:20	15:30	17:45	18:15	18:20	19:55	20:40	20:45	21:20
Depart														
KOI	07:10	07:15	07:20	09:05	09:45	10:10	11:15	12:50	16:10	17:50	18:05	18:45	19:10	20:15
Arrive														
LSI				09:45						18:45				
WIC				10:15										
INV		08:00						13:35		19:30				
ABZ	08:00				11:15	11:00		(15:15)	17:00				20:00	
EDI		08:30		(11:50)				(15:30)	19:00					
GLA						12:30	(15:40)							21:30

WICK SCHEDULES MONDAYS TO FRIDAYS												
Depart												
GLA		08:50						(13:00)	15:50			
EDI			(07:20)				12:20				19:20	
ABZ						11:45		(13:05)	16:45			
INV				09:30				14:30				20:10
LSI	07:15									17:45		
KOI					09:45							
Arrive												
WIC	08:00	09:55	10:10	10:15	12:30	13:35	15:10	16:55	17:30	18:30	20:25	20:50
Depart												
WIC	07:15	08:20	10:30	10:30	10:45	12:50	14:15	15:30	17:45	17:45	18:50	21:10
Arrive												
KOI									18:15			
LSI			11:15									21:55
INV		09:00				13:30				19:30		
ABZ				11:15		(15:15)		16:15				
EDI					11:50	(15:30)				18:50	(21:00)	
GLA	08:20						15:20					



## Appendix Twelve

## Proposed Operating Pattern - by Airport

## B) WESTERN ISLES, ARGYLL, SKYE

STORNOWAY SCHEDULES MONDAYS TO FRIDAYS														
Depart														
GLA		09:10				12:40			16:10				19:40	
EDI			09:30					(12:50)				19:30		
ABZ								(13:05)	16:00					
INV	08:35			11:35				14:35			17:35			20:35
BRR					12:15							19:15		
BEB					13:10							20:10		
Arrive														
SY Y	09:20	10:15	10:35	12:20	13:40	13:45	15:20	17:00	17:15	18:20	20:35	20:40	20:45	21:20
Depart														
SY Y	07:20	07:30	07:40	07:50	10:20	11:00	11:15	12:50	14:30	14:50	16:20	17:40	18:00	19:20
Arrive														
BEB				08:20						15:20				
BRR				09:15						16:15				
INV	08:05				11:05			13:35			17:05			20:05
ABZ							12:15	(15:15)						
EDI			08:45					(15:30)				18:45		
GLA		08:35				12:05			15:35				19:05	

BENBECULA SCHEDULES MONDAYS TO FRIDAYS									
Depart									
GLA		07:30	11:30					18:30	
INV							14:45		
SY Y	07:50				14:50				
BRR				12:15				19:15	
Arrive									
BEB	08:20	08:30	12:30	12:35	15:20	15:25	19:30	19:35	
Depart									
BEB	08:55	09:00	13:00	13:10	15:55	16:00	20:00	20:10	
Arrive									
BRR	09:15				16:15				
SY Y				13:40				20:40	
INV			13:40						
GLA		10:00				17:00	21:00		

BARRA SCHEDULES * MONDAYS TO FRIDAYS				
Depart				
GLA	(07:30)	11:00		18:00
INV			(14:45)	
SY Y	07:50		14:50	
BEB	08:20		15:20	
Arrive				
BRR	09:15	11:55	16:15	18:55
Depart				
BRR	09:35	12:15	16:35	19:15
Arrive				
BEB		13:10		20:10
SY Y		13:40		20:40
INV		(13:40)		
GLA	10:30		17:30	(21:00)

\* Subject to termination of Barra PSO and construction of surfaced, lit runway of 1,199 metres

TIREE, OBAN, ISLAY AND CAMPBELTOWN SCHEDULES MONDAYS TO FRIDAYS									
Depart									
INV						14:40			
TRE *			09:30					19:30	
OBN			10:15			15:30		20:15	
ILY		09:30			14:30			19:30	
CAL *	08:40			13:40			18:40		
Arrive									
GLA	09:15	10:10	10:50	14:15	15:10	16:05	19:15	20:10	20:50
Depart									
GLA	07:40	07:45	08:30	12:25	12:45	13:30	17:40	17:45	18:30
Arrive									
CAL *		08:20			13:20			18:20	
ILY			09:10			14:10		19:10	
OBN	08:15			13:00			18:15		
TRE *	09:00						19:00		
INV				13:50					

SKYE SCHEDULES * MONDAYS TO FRIDAYS		
Depart		
EDI	10:10	16:10
Arrive		
SKY *	11:05	17:05
Depart		
SKY *	11:25	17:25
Arrive		
EDI	12:20	18:20

\* Subject to CAA Licence for Broadford Airstrip

21:30	66-seat ATP
21:30	33-seat Saab / Dash 8-100
21:30	18-seat Jetstream
(21:30)	by connecting flight

\* Subject to termination of existing PSO services in 2007; and lighting provided at Oban

Appendix Twelve

Proposed Operating Pattern - by Airport

C) INVERNESS; ARGYLL AND BUTE ISLANDER

INVERNESS SCHEDULES MONDAYS TO FRIDAYS																									
Depart																									
ABZ																									
EDI			07:20											12:50	13:05										
GLA																13:00	15:40								
OBN																									
BRR															(12:15)	13:10									
BEB																									
SY Y			07:20											12:50			16:20								
WIC																									
LSI																									
KOI																									
WIC			07:15											12:30			18:45								
Arrive																									
INV	08:00	08:05	08:10	09:00	11:05	11:30								13:30	13:30	13:35	13:35	13:40	13:40	13:45	13:45	13:50	16:30	17:05	19:30
Depart																									
INV	07:00	08:30	08:35	08:40	09:30	11:35	12:00							14:30	14:35	14:35	14:40	14:40	14:45	14:45	14:50	14:50	17:00	17:35	
Arrive																									
WIC																									
KOI																									
LSI																									
SY Y																									
BEB																									
BRR																									
OBN																									
GLA																									
EDI																									
ABZ																									

INVERNESS SCHEDULES MONDAYS TO FRIDAYS (cont.)				
Depart				
ABZ				
EDI			18:50	
GLA				20:40
OBN				
BRR				
BEB				
SY Y			19:20	
WIC				
LSI			17:45	
KOI				
WIC			18:50	
Arrive				
INV	19:30	19:40	20:05	21:30
Depart				
INV	20:00	20:10	20:10	20:35
Arrive				
WIC			20:50	
KOI			20:45	
LSI			21:55	
SY Y				21:20
BRR				
BEB				
OBN				
GLA				
EDI				21:00
ABZ				

ARGYLL ISLANDER SCHEDULES MONDAYS TO FRIDAYS, AND CONNECTIONS OVER OBAN													
Depart													
INV													
SKY												14:40	14:40
TRE													19:30
CAL												12:15	16:25
OBN												11:50	16:50
ILY													
CNS													19:30*
COL													19:30*
GLA													
Arrive													
OBN	08:10	08:15	09:55	10:00	12:45	13:00	15:10	15:15	17:20	18:15	19:55	20:00	
Depart													
OBN	08:30	08:35	10:15	11:10	13:05	13:20	15:30	15:45	18:30	18:35	20:15	20:20	
Arrive													
GLA													
COL													
CNS													
ILY													
CAL													
TRE													
SKY													
INV													

\* CNS days 1-3-5--  
\* COL days -2-4-6-

Flights connecting to midday INV hub

21:30 33-seat Saab  
21:30 18-seat Jetstream  
21:30 9-seat Islander  
(21:30) by connecting flight



## Appendix Thirteen

### Parameters Met or Missed

Service Criteria / Route	LSI - ABZ	KOI - EDI	WIC - EDI	SYG - GLA	ILY - GLA
Sector time of 60 mins	60	70	65	65	40
Minimum 6 hours on mainland	11:10	11:00	7:00	11:05	8:20
Minimum 6 hours at Periphery	12:20	7:40 (a)	4:20 (c)	7:45	10:20
3 round-trips per day plus weekend (Mon-Fri) - (Sat) - (Sun)	5 - 4 - 2	2 - 1 - 1 (b)	2 - 1 - 1 (d)	4 - 3 - 1	3 - 2 - 1

#### Notes:

(a) 11:30 from Glasgow

(b) plus 2 - 2 - 2 to GLA; and midday connections over Inverness

(c) 05:55 from Glasgow; and 09:25 if out via GLA, back via EDI

(d) plus 2 - 1 - 1 from Glasgow, and midday connections via Inverness

In addition, the proposed service from SKY is to EDI not GLA

11:10	met
4:20 (c)	marginal
70	missed

## Appendix Fourteen

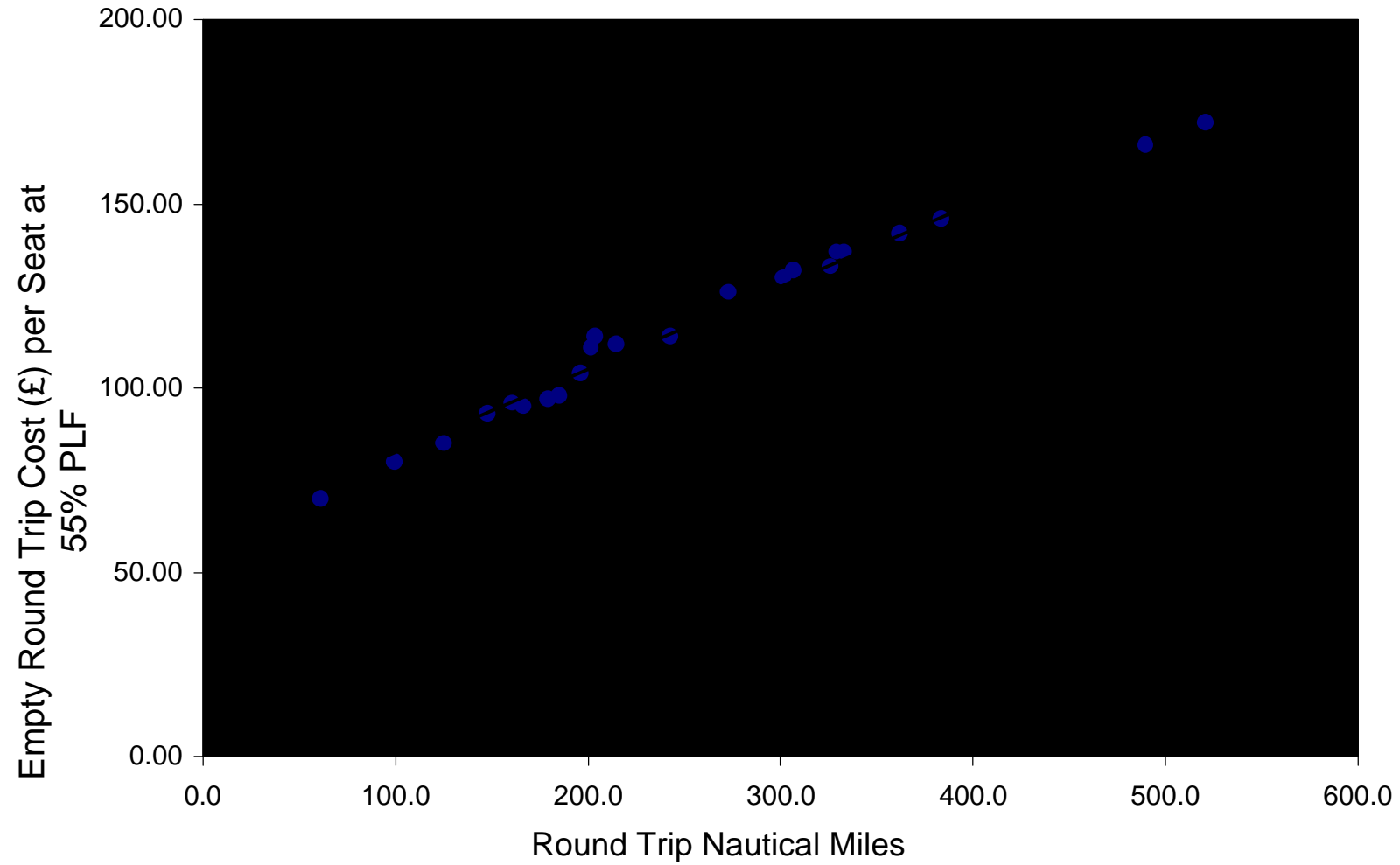
## Analysis of Projected 2001 Scheduled Passenger Operations in the Highlands and Islands Aircraft Costs (at 2001 levels)

## Seats

Between	and	nautical miles		aircraft	non-stop RTs / wk	non-stop RTs / year	Hours per RT	annual hours	assumed utilisation	annual cost empty £	Seats	Seats pa	
		one way	round trip										
ABZ	INV	63.1	126.2	Jetstream	7	364	1.33	484	2,250	389,724	18	13,104	
ABZ	KOI	107.5	215.0	Saab	26	1,352	1.67	2,258	2,250	2,760,278	33	89,232	
ABZ	LSI	163.0	326.0	ATP	26	1,352	2.00	2,704	1,800	4,664,874	66	178,464	
ABZ	LSI	163.0	326.0	Saab	6	312	2.00	624	2,250	754,320	33	20,592	
ABZ	SYU	145.5	291.0	Jetstream	7	364	2.00	728	2,250	576,635	18	13,104	
ABZ	WIC	80.4	160.8	Jetstream	12	624	1.50	936	2,250	737,994	18	22,464	
EDI	INV	98.0	196.0	Dash 8-100	21	1,092	1.67	1,824	2,250	2,063,500	33	72,072	
EDI	KOI	181.1	362.2	Saab	12	624	1.67	1,042	2,250	1,608,627	33	41,184	
EDI	LSI	244.9	489.8	Saab	12	624	2.83	1,766	2,250	1,878,387	33	41,184	
EDI	SKY	112.6	225.2	Dash 8-100	12	624	1.83	1,142	2,250	1,252,614	33	41,184	
EDI	SYU	166.5	333.0	Jetstream	12	624	2.17	1,354	2,250	1,064,943	18	22,464	
EDI	WIC	150.7	301.4	Jetstream	12	624	2.17	1,354	2,250	1,473,877	18	22,464	
GLA	BEB	136.6	273.2	Saab	18	936	2.00	1,872	2,250	2,136,508	33	61,776	
GLA	BRR	121.4	242.8	Jetstream	12	624	1.83	1,142	2,250	875,954	18	22,464	
GLA	CAL	49.9	99.8	Jetstream	17	884	1.17	1,034	2,250	865,715	18	31,824	
GLA	ILY	62.6	125.2	Saab	18	936	1.33	1,245	2,250	1,444,056	33	61,776	
GLA	INV	100.9	201.8	Saab	26	1,352	1.67	2,258	2,250	2,721,895	33	89,232	
GLA	KOI	191.7	383.4	Saab	14	728	2.50	1,820	2,250	1,929,480	33	48,048	
GLA	OBN	48.0	96.0	Jetstream	19	988	1.17	1,156	2,250	975,951	18	35,568	
GLA	SYU	153.5	307.0	ATP	24	1,248	2.17	2,708	1,800	4,418,714	66	164,736	
GLA	WIC	164.0	328.0	Jetstream	12	624	2.17	1,354	2,250	1,043,316	18	22,464	
INV	BEB	107.0	214.0	Saab	6	312	1.33	415	2,250	653,676	33	20,592	
INV	KOI	92.5	185.0	Saab	7	364	1.50	546	2,250	648,909	33	24,024	
INV	KOI	92.5	185.0	Jetstream	12	624	1.50	936	2,250	759,519	18	22,464	
INV	LSI	164.6	329.2	Saab	7	364	2.00	728	2,250	906,469	33	24,024	
INV	OBN	78.2	156.4	Jetstream	7	364	1.17	426	2,250	394,475	18	13,104	
INV	SYU	83.2	166.4	Saab	30	1,560	1.50	2,340	2,250	2,680,336	33	102,960	
INV	WIC	62.8	125.6	Jetstream	7	364	1.33	484	2,250	370,213	18	13,104	
INV	WIC	62.8	125.6	Saab	12	624	1.33	830	2,250	935,003	33	41,184	
KOI	LSI	74.0	148.0	Saab	14	728	1.33	968	2,250	1,235,083	33	48,048	
KOI	WIC	30.7	61.4	Jetstream	7	364	1.00	364	2,250	309,798	18	13,104	
LSI	WIC	101.9	203.8	Saab	12	624	1.50	936	2,250	1,294,427	33	41,184	
OBN	TRE	48.8	97.6	Jetstream	12	624	1.00	624	2,250	538,058	18	22,464	
All routes, 2001					458	23,816	1.70	40,402	73,350	46,363,328	945	1,501,656	
By aircraft Type					ATP	50	2,600	4	5,412	2,706	9,083,588	343,200	
					Saab/Dash 8-100	253	13,156	1.72	22,613	2,261	26,903,568	890,760	
					Jetstream	155	8,060	22	12,377	2,475	10,376,172	267,696	

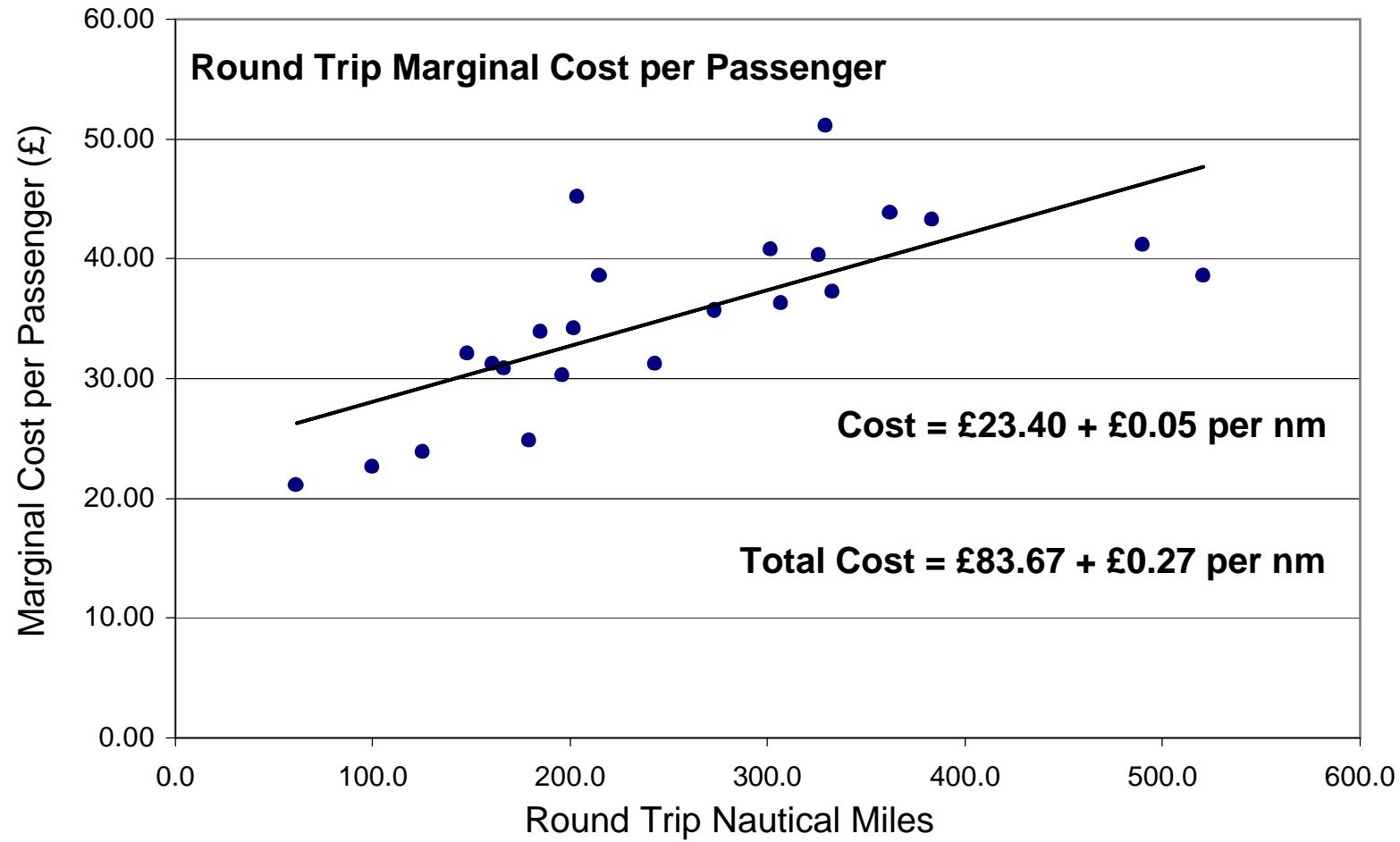
**Appendix Fifteen.****Aircraft and passenger costs by distance**

a) Aircraft costs, operating empty



**Appendix Fifteen.****Aircraft and passenger costs by distance**

## b) Marginal costs per passenger



Analysis of Projected 2001 Scheduled Passenger Operations in the Highlands and Islands

Passenger Load Factors

Between	and	Revised pax 2001*	Pax forecast due yield elasticities				% increase pax nos.	Pax forecast due improved schedules				% increase pax nos.	Route taken by passengers:				Total passengers	seats 2001	pax 2001	pIF% 2001	pIF% 2005	pIF% 2008
			Business 0.75	Leisure 1.25	Interline 0.65	Total		Business	Leisure	Interline	Total		non-stop	one-stop	via WIC	via INV						
ABZ	BEB	0	0	0	0	0	+	520	520	0	1,040	+			1,040	1,040						
ABZ	INV	0	0	0	0	0	+	2,000	1,000	1,000	4,000	+	4,000			4,000	13,104	6,360	49%	54%	59%	
ABZ	KOI	36,400	16,963	19,779	14,057	50,800	40%	22,040	22,728	12,652	57,419	13%	55,697		1,723	57,419	89,232	55,697	62%	69%	76%	
ABZ	LSI	71,500	32,224	37,024	26,798	96,047	34%	38,641	36,985	28,120	103,745	8%	103,745			103,745	199,056	103,745	52%	58%	64%	
ABZ	OBN	0	0	0	0	0	+	500	200	0	700	+			700	700						
ABZ	SY Y	0	0	0	0	0	+	2,600	2,600	1,000	6,200	+	5,580		620	6,200	13,104	5,580	43%	47%	52%	
ABZ	WIC	8,500	2,872	2,022	6,655	11,549	42%	3,159	2,022	6,655	11,836	2%	11,836			11,836	22,464	11,836	53%	58%	64%	
BEB	OBN	0	0	0	0	0	+	100	50	0	150	+			150	150						
EDI	BEB	0	0	0	0	0	+	1,500	1,000	100	2,600	+			2,600	2,600						
EDI	INV	12,400	2,452	1,898	11,866	16,217	31%	6,376	3,037	14,714	24,127	49%	18,095		6,032	24,127	72,072	34,899	48%	53%	59%	
EDI	KOI	15,300	9,320	7,296	4,997	21,613	41%	10,718	7,661	6,747	25,125	16%	21,356		1,256	25,125	41,184	21,356	52%	57%	63%	
EDI	LSI	15,300	7,174	7,877	3,517	18,567	21%	11,474	9,447	5,273	26,195	41%	20,956		2,619	26,195	41,184	20,956	51%	56%	62%	
EDI	SKY	0	0	0	0	0	+	3,000	9,000	5,000	17,000	+	17,000			17,000	41,184	17,000	41%	46%	51%	
EDI	SY Y	6,400	2,233	3,663	1,826	7,722	21%	5,577	5,485	4,561	15,622	102%	14,060		1,562	15,622	22,464	14,060	63%	69%	77%	
EDI	WIC	10,000	3,941	1,523	7,630	13,093	31%	5,320	1,827	7,630	14,777	13%	13,299		1,478	14,777	22,464	13,299	59%	65%	72%	
GLA	BEB	21,100	6,339	12,686	7,436	26,461	25%	10,650	16,494	11,267	38,411	45%	37,111		1,300	38,411	61,776	37,111	60%	66%	74%	
GLA	BRR	5,400	663	4,838	1,616	7,117	32%	862	5,814	2,102	8,778	23%	22,464		8,778	8,778	22,464	8,778	39%	43%	48%	
GLA	CAL	8,100	1,454	5,377	3,318	10,148	25%	2,035	6,990	4,645	13,670	35%	13,670			13,670	31,824	13,670	43%	47%	53%	
GLA	ILY	20,100	8,777	14,197	3,662	26,635	33%	10,958	16,298	4,756	32,012	20%	32,012			32,012	61,776	32,012	52%	57%	63%	
GLA	INV	28,000	3,398	1,898	28,202	33,498	20%	4,764	2,568	31,064	38,396	15%	30,717		7,679	38,396	89,232	46,415	52%	57%	64%	
GLA	KOI	5,300	1,752	3,258	2,373	7,383	39%	3,854	5,213	4,746	13,814	87%	12,432		1,381	13,814	48,048	28,382	59%	65%	72%	
GLA	LSI	13,000	3,282	5,286	4,589	13,158	1%	5,254	6,878	7,805	19,937	52%		15,949	3,987	19,937						
GLA	OBN	0	0	0	0	0	+	5,500	3,500	2,500	11,500	+	11,500			11,500	35,568	19,058	54%	59%	66%	
GLA	SY Y	47,400	13,500	23,360	18,592	55,453	17%	23,619	29,188	22,305	75,112	35%	75,112			75,112	164,736	75,112	46%	50%	56%	
GLA	TRE	5,800	1,306	4,912	643	6,862	18%	1,831	4,922	805	7,558	10%		7,558		7,558						
GLA	WIC	0	0	0	0	0	+	4,500	1,500	7,500	13,500	+	12,150		1,350	13,500	22,464	12,150	54%	60%	66%	
INV	BEB	0	0	0	0	0	+	4,000	3,250	0	7,250	+	7,250			7,250	20,592	13,622	66%	73%	81%	
INV	KOI	9,500	7,013	4,476	1,848	13,337	40%	15,416	5,811	1,477	22,705	70%	17,028		5,676	22,705	46,488	25,822	56%	61%	68%	
INV	LSI	5,600	4,598	2,260	1,108	7,967	42%	9,500	4,000	1,000	14,500	82%	3,500	11,000		14,500	24,024	15,614	65%	72%	80%	
INV	OBN	0	0	0	0	0	+	1,300	700	0	2,000	+	2,000			2,000	13,104	8,375	64%	71%	78%	
INV	SY Y	29,000	17,671	17,807	1,725	37,203	28%	22,000	19,000	1,000	42,000	13%	37,800		4,200	42,000	102,960	53,782	52%	58%	64%	
INV	WIC	0	0	0	0	0	+	3,600	1,200	0	4,800	+	4,000			4,800	54,288	20,678	38%	42%	47%	
KOI	BEB	0	0	0	0	0	+	300	146	0	446	+			446	446						
KOI	LSI	7,400	5,724	4,386	0	10,110	37%	9,101	5,651	0	14,752	46%	14,752			14,752	48,048	30,701	64%	71%	78%	
KOI	OBN	0	0	0	0	0	+	947	757	0	1,704	+			1,704	1,704						
KOI	SY Y	0	0	0	0	0	+	2,000	750	0	2,750	+			2,750	2,750						
KOI	WIC	2,000	1,053	636	0	1,689	-16%	3,000	1,000	0	4,000	137%	4,000			4,000	13,104	5,723	44%	48%	53%	
LSI	BEB	0	0	0	0	0	+	437	249	0	686	+			686	686						
LSI	OBN	0	0	0	0	0	+	1,456	1,165	0	2,621	+			2,621	2,621						
LSI	SY Y	0	0	0	0	0	+	1,300	900	0	2,200	+			2,200	2,200						
LSI	WIC	400	293	219	0	511	28%	4,800	3,000	0	7,800	1425%	7,800			7,800	41,184	18,800	46%	50%	56%	
SY Y	OBN	0	0	0	0	0	+	400	200	0	600	+			600	600						
TRE	OBN	0	0	0	0	0	+	1,000	1,000	500	2,500	+	2,500			2,500	22,464	10,058	45%	49%	55%	
WIC	BEB	0	0	0	0	0	+	100	50		150	+			150	150						
WIC	OBN	0	0	0	0	0	+	350	250		600	+			600	600						
WIC	SY Y	0	0	0	0	0	+	1,000	300		1,300	+			1,300	1,300						
All routes, 2001		383,900	157,449	188,701	147,469	493,140	28%	269,359	252,304	196,924	718,587	46%	619,736	34,508	5,598	58,744	718,587	1,501,656	780,650	52%	57%	64%

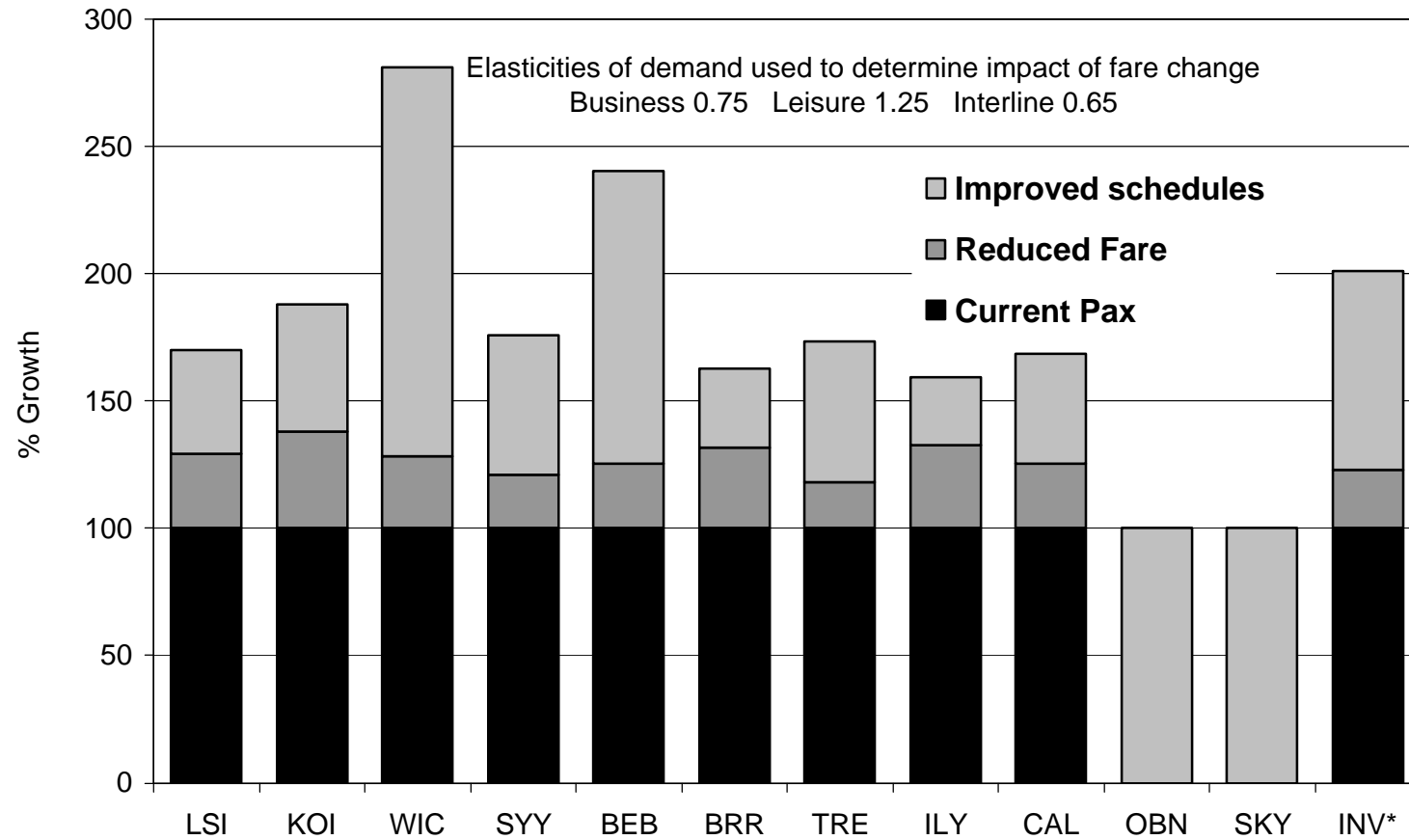
\* Revised pax 2001 based on improved schedules and passenger figures recorded in November 2001

72% Annual Passenger Load Factors in excess of 70%



## Appendix Seventeen

Growth in scheduled passengers by airport, due to i) reduction in fares; ii) improved schedules



Population	22,528	19,604	26,123	22,324	5,987	1,312	768	3,736	10,957	15,035	9,024	-
Current Flights per Head	5.0	3.9	0.8	3.7	3.5	4.1	7.6	5.4	0.7	0.0	0.0	-
Forecast Flights per Head	8.5	7.3	2.2	6.5	8.5	6.7	13.1	8.6	1.2	1.5	1.9	-

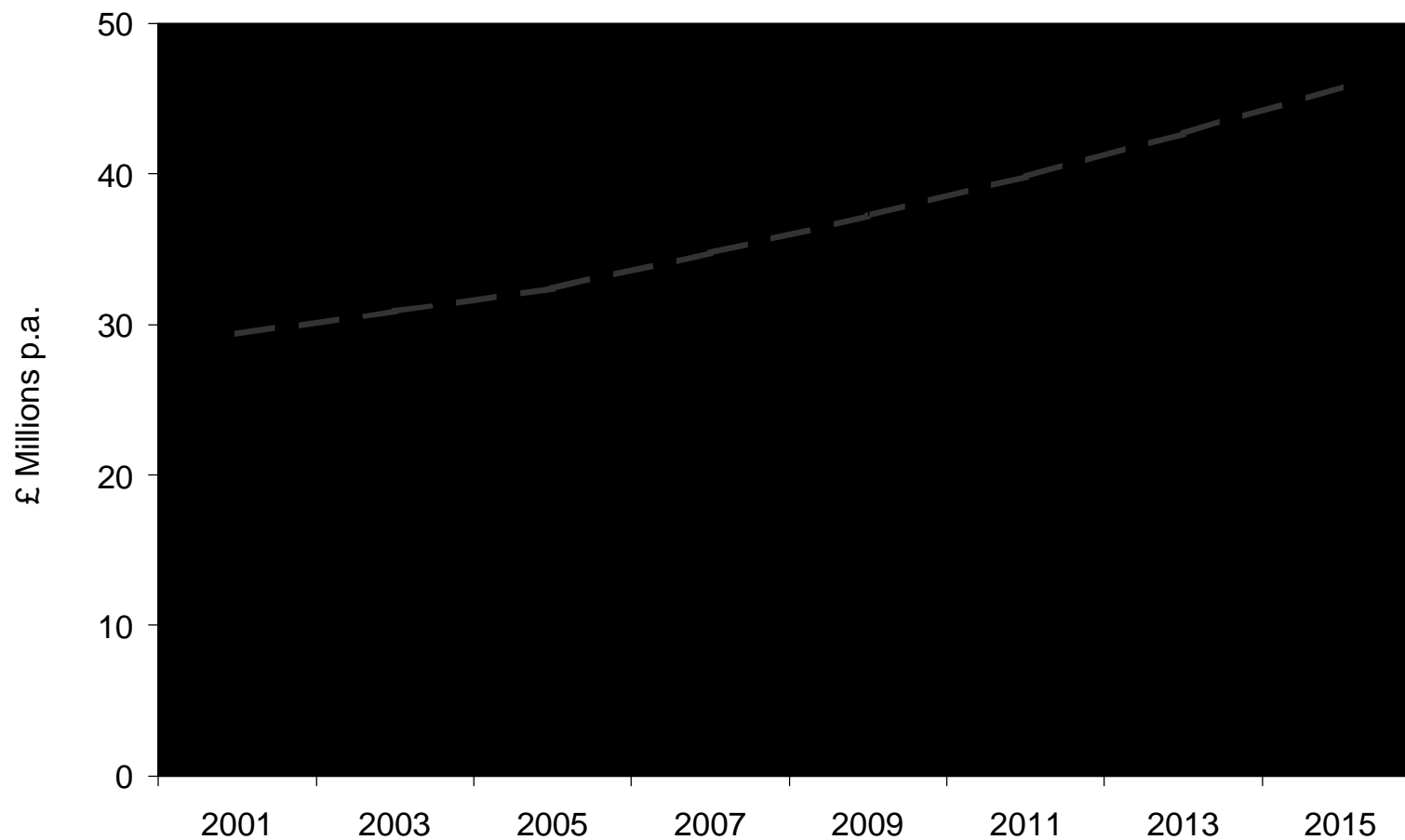
\* Inverness data relates only to flights to ABZ, EDI and GLA

## Appendix Eighteen

## Analysis of Projected 2001 Scheduled Passenger Operations in the Highlands and Islands : at Proposed Fares Revenues (at 2001 levels)

Between	and	nautical miles		Total passengers 2001	Ave. fare RT £	RT Costs per pax £	Annual RT costs £	Net fare / RT £	Annual net Revenue £ 2001	Total passengers 2005	Annual net Revenue £ 2005	Total passengers 2008	Annual net Revenue £ 2008
		one way	round trip										
ABZ	BEB	168.4	336.8	1,040	136.04	35.00	18,200	101.04	52,541	1,148	57,995	1,273	64,300
ABZ	INV	63.1	126.2	4,000	72.86	25.00	50,000	47.86	95,720	4,415	105,657	4,895	117,144
ABZ	KOI	107.5	215.0	57,419	99.50	33.92	973,826	65.58	1,882,769	63,380	2,078,225	70,270	2,304,165
ABZ	LSI	163.0	326.0	103,745	132.80	35.38	1,835,249	97.42	5,053,419	114,515	5,578,029	126,965	6,184,460
ABZ	OBN	115.0	230.0	700	104.00	35.00	12,250	69.00	24,150	773	26,657	857	29,555
ABZ	SYU	145.5	291.0	6,200	122.30	34.66	107,446	87.64	271,684	6,844	299,888	7,588	332,492
ABZ	WIC	80.4	160.8	11,836	83.24	26.83	158,780	56.41	333,834	13,065	368,491	14,485	408,552
BEB	OBN	90.3	180.6	150	89.18	35.00	2,625	54.18	4,064	166	4,485	184	4,973
EDI	BEB	150.6	301.2	2,600	125.36	34.10	44,330	91.26	118,638	2,870	130,954	3,182	145,191
EDI	INV	98.0	196.0	24,127	93.80	26.17	315,701	67.63	815,852	26,632	900,548	29,527	998,454
EDI	KOI	181.1	362.2	25,125	143.66	36.16	454,260	107.50	1,350,469	27,733	1,490,665	30,748	1,652,727
EDI	LSI	244.9	489.8	26,195	181.94	37.92	496,648	144.02	1,886,269	28,914	2,082,088	32,057	2,308,448
EDI	SKY	112.6	225.2	17,000	102.56	33.69	286,365	68.87	585,395	18,765	646,167	20,805	716,416
EDI	SYU	166.5	333.0	15,622	134.90	35.02	273,543	99.88	780,167	17,244	861,159	19,119	954,782
EDI	WIC	150.7	301.4	14,777	125.42	35.44	261,848	89.98	664,817	16,311	733,834	18,084	813,615
GLA	BEB	136.6	273.2	38,411	116.96	33.10	635,702	83.86	1,610,573	42,399	1,777,771	47,008	1,971,047
GLA	BRR	121.4	242.8	8,778	107.84	28.43	124,782	79.41	348,538	9,689	384,721	10,743	426,547
GLA	CAL	49.9	99.8	13,670	64.94	21.28	145,448	43.66	298,415	15,089	329,394	16,729	365,205
GLA	ILY	62.6	125.2	32,012	72.56	21.74	347,967	50.82	813,418	35,335	897,861	39,176	995,475
GLA	INV	100.9	201.8	38,396	95.54	31.90	612,417	63.64	1,221,762	42,382	1,348,596	46,990	1,495,213
GLA	KOI	191.7	383.4	13,814	150.02	36.54	252,382	113.48	783,806	15,248	865,176	16,906	959,236
GLA	LSI	260.5	521.0	19,937	191.30	38.48	383,585	152.82	1,523,375	22,007	1,681,521	24,399	1,864,332
GLA	OBN	48.0	96.0	11,500	63.80	21.21	121,958	42.59	244,893	12,694	270,315	14,074	299,704
GLA	SYU	153.5	307.0	75,112	127.10	34.54	1,297,189	92.56	3,476,197	82,910	3,837,071	91,924	4,254,229
GLA	TRE	89.7	179.4	7,558	88.82	23.77	89,830	65.05	245,833	8,343	271,354	9,250	300,855
GLA	WIC	161.1	322.2	13,500	131.66	35.82	241,785	95.84	646,920	14,901	714,079	16,522	791,712
INV	BEB	107.0	214.0	7,250	99.20	40.35	146,269	58.85	213,331	8,003	235,478	8,873	261,078
INV	KOI	92.5	185.0	22,705	90.50	29.36	333,302	61.14	694,077	25,062	766,131	27,786	849,423
INV	LSI	164.6	329.2	14,500	133.76	43.35	314,288	90.41	655,473	16,005	723,519	17,745	802,178
INV	OBN	78.2	156.4	2,000	81.92	26.05	26,050	55.87	55,870	2,208	61,670	2,448	68,375
INV	SYU	83.2	166.4	42,000	84.92	28.71	602,910	56.21	1,180,410	46,360	1,302,952	51,400	1,444,606
INV	WIC	62.8	125.6	4,800	72.68	24.84	59,616	47.84	114,816	5,298	126,735	5,874	140,514
KOI	BEB	164.3	328.6	446	133.58	37.50	8,363	96.08	21,426	492	23,650	546	26,221
KOI	LSI	74.0	148.0	14,752	79.40	29.11	214,715	50.29	370,939	16,283	409,447	18,054	453,962
KOI	OBN	172.5	345.0	1,704	138.50	37.50	31,950	101.00	86,052	1,881	94,985	2,085	105,312
KOI	SYU	116.0	232.0	2,750	104.60	42.88	58,960	61.72	84,865	3,035	93,675	3,365	103,859
KOI	WIC	30.7	61.4	4,000	53.42	21.61	43,220	31.81	63,620	4,415	70,225	4,895	77,859
LSI	BEB	238.2	476.4	686	177.92	40.00	13,720	137.92	47,307	757	52,218	840	57,895
LSI	OBN	246.4	492.8	2,621	182.84	40.00	52,416	142.84	187,178	2,893	206,609	3,207	229,071
LSI	SYU	184.8	369.6	2,200	145.88	44.82	49,302	101.06	111,166	2,428	122,706	2,692	136,047
LSI	WIC	101.9	203.8	7,800	96.14	42.84	167,076	53.30	207,870	8,610	229,450	9,546	254,395
SYU	OBN	110.9	221.8	600	101.54	35.00	10,500	66.54	19,962	662	22,034	734	24,430
TRE	OBN	48.8	97.6	2,500	64.28	20.78	25,975	43.50	54,375	2,760	60,020	3,060	66,545
WIC	BEB	147.8	295.6	150	123.68	37.50	2,813	86.18	6,464	166	7,134	184	7,910
WIC	OBN	147.8	295.6	600	123.68	37.50	11,250	86.18	25,854	662	28,538	734	31,641
WIC	SYU	102.8	205.6	1,300	96.68	42.78	27,807	53.90	35,035	1,435	38,672	1,591	42,876
All routes				718,587	114.43	32.69	11,744,618	81.74	29,369,606	793,186	32,418,549	879,419	35,943,025

Costs, revenues, load factors and subsidies



PLF %	52.2	54.8	57.6	61.7	66.1	70.8	75.9	81.3
Operating Loss (£M)	-16.4	-15.0	-13.4	-11.1	-8.6	-6.0	-3.1	-0.1

Appendix Twenty

Impact of proposed schedules on airport opening hours

