



Successful Railway Lobbying A Train Operator's Perspective

Personal views of
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What Motivates Train Operators (TOCs)?

- TOCs are signed up to “Committed Obligations” in their Franchise Agreements
- These have to be delivered or financial penalties apply from the Department for Transport (DfT)
- If it is not a “Committed Obligation” then why would they do it?
- If the payback is longer than the length of their franchise there is no business case (for them)

Work the System(1)

- Don't complain about the way things are, work within the system
- Understand the TOC perspective and make realistic proposals
- Get what you want in future franchises by making quality responses to DfT Consultations on franchise renewals
- Understand what the existing Committed Obligations are in detail

Work the System (2)

- Make proposals that will help the TOC deliver its obligations in a way that benefits rail users
- Do NOT propose things that require significant capital investment
- Align your proposals with other lobby groups
- Work with the TOC so you are seen by them as part of the solution, not just a pain in the backside

Work with Railfuture

- If your aims are realistic and achievable within the current railway system then joining Railfuture may help progress them
- Railfuture is Britain's only national exclusively pro-rail campaigning organisation that promotes both passenger and freight services
- Details at www.railfuture.org.uk/join
- Funding for a specific campaigning objective may be available to affiliated established groups