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An Expanded Air Services Network For the Highlands and Islands

A Report for HITRANS by A&TC

February 2003

Volume II - Appendices

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Appendix One

Route by Route Fact Sheets

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- XX. INV – LSI Inverness – Sumburgh
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- 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									
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

Schedule Nov. 2001					Average number of 'local' passengers November 2001						
	GLA	ABZ									
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

Place of Residence		Elsewhere		Grampian, Highlands & Islands		Total		G,H&I percent
Code	Purpose	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	
BUSINESS TOTAL		1,846	34	439	14	2,285	48	19.2%
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	
LEISURE TOTAL		575	11	761	12	1,336	23	56.9%
Total answered		2,422	45	1,200	26	3,622	71	33.1%

Business percentage	76.2%	75.6%	36.6%	53.8%	63.1%	67.6%
Leisure percentage	23.8%	24.4%	63.4%	46.2%	36.9%	32.4%

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									
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									
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

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	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	
BUSINESS TOTAL		9,158	40	8,215	28	17,373	68	47.3%
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	
LEISURE TOTAL		5,540	27	11,731	40	17,271	67	67.9%
Total answered		14,698	67	19,946	68	34,644	135	57.6%
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	
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%
INTERLINE	5,260	22	4,878	20	10,138	42	48.1%
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%
LOCAL	9,438	45	15,068	48	24,506	93	61.5%
TOTAL	14,698	67	19,946	68	34,644	135	57.6%

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%
Total answered	8,452	52	14,343	52	22,795	104	62.9%
Percentage of trips of one day or less	19.0%	15.4%	44.0%	38.5%	34.7%	26.9%	

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			83	1	83	1	100.0%	
£26-£50								
£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%	
Total answered	6,004	27	9,791	35	15,794	62	62.0%	
Total revenue £		4,742		7,647		12,389	11,056	61.7%
Average fare paid £		175.63		218.49		199.82	178.32	109.3%

Maximum fare per round trip 2001 £	252.00	252.00	252.00	252.00
Average Fare as % of Maximum fare	69.7%	86.7%	79.3%	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							
8772 ATP	0930	1030	0	12345--	53.3	38.0	31.0	25.4	16.6
8774 ATP	1100	1200	0	----67					27.8
8774 SF3	1245	1345	0	----5--				18.6	44.5
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							
8771 ATP	0750	0850	0	12345--	25.8	23.0	28.8	49.4	50.4
8773 ATP	0910	1010	0	----67					31.5
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

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	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	
BUSINESS TOTAL		27,434	63	9,317	21	36,751	84	25.4%
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	
LEISURE TOTAL		14,967	40	17,178	51	32,145	91	53.4%
Total answered		42,401	103	26,495	72	68,896	175	38.5%
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 Onward destination	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
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%
INTERLINE	18,506	45	6,604	11	25,110	56	26.3%
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%
LOCAL	23,898	64	19,893	67	43,791	131	45.4%
TOTAL	42,404	109	26,497	78	68,901	187	38.5%

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 Length of stay	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
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%
Total answered	22,734	58	18,818	58	41,552	116	45.3%

Percentage of trips of one day or less	43.5%	36.2%	17.0%	19.0%	31.5%	27.6%
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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	26,526	60	14,121	32	40,647	92	34.7%
£1-£25	293	1			293	1	0.0%
£26-£50							0.0%
£51-£75							0.0%
£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							0.0%
£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%
Total answered	17,145	43	12,374	40	29,520	83	41.9%
Total revenue £		10,363		7,833	18,196	17,666	43.0%
Average fare paid £		241.00		195.83	219.23	215.44	89.3%

Maximum fare per round trip 2001 £		268.00		268.00	268.00	268.00
Average Fare as % of Maximum fare		89.9%		73.1%	81.8%	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							
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							
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 2001		Highlands & Islands 2001		Total 2001		H&I percent
Code	Purpose	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
2	Business - not detailed	112	1	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	
BUSINESS TOTAL		2,435	14	3,422	12	5,856	26	58.4%
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	433	6	763	6	1,197	12	63.8%
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	
LEISURE TOTAL		485	7	870	7	1,355	14	64.2%
Total answered		2,663	26	1,473	16	4,135	42	35.6%
Business percentage		91.4%	53.8%	232.3%	75.0%	141.6%	61.9%	
Leisure percentage		18.2%	26.9%	59.0%	43.8%	32.8%	33.3%	

Itinerary

Place of Residence	Elsewhere 2001		Highlands & Islands 2001		Total 2001		H&I percent
	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%
INTERLINE	1,336	10	2,562	9	3,897	19	65.7%
Grampian	1,397	6	2,206	6	3,603	12	61.2%
LOCAL	9,438	45	15,068	48	24,506	93	61.5%
TOTAL	10,774	55	17,629	57	28,403	112	62.1%

Length of stay

Place of Residence	Length of stay	Elsewhere 2001		Highlands & Islands 2001		Total 2001		H&I percent
		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							
	Total answered	1,222	5	2,043	5	3,264	10	62.6%
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	Price paid for round trip ticket	Elsewhere 2001		Highlands & Islands 2001		Total 2001		H&I percent
		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							
	Total answered	416	3	112	1	527	4	revised 21.2%
	Total revenue £		569		59		628	627 9.4%
	Average fare paid £		189.67		59.00		157.00	156.75 37.6%
Maximum fare per round trip 2001 £			244.00		244.00		244.00	244.00
Average Fare as % of Maximum fare			77.7%		24.2%		64.3%	64.2%

█ Fares greater than the maximum advertised fare

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

	EDI	INV		Average number of 'local' passengers November 2001								
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

	INV	EDI		Average number of 'local' passengers November 2001								
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

Place of Residence		Elsewhere 2001		Highlands & Islands 2001		Total 2001		H&I percent
Code	Purpose	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	
BUSINESS TOTAL		5,408	71	4,144	51	9,553	122	43.4%
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	
LEISURE TOTAL		5,087	75	3,048	32	8,136	107	37.5%
Total answered		10,496	146	7,192	83	17,688	229	40.7%
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%
INTERLINE	2,010	9	3,969	10	5,979	19	66.4%
Dumfries and Gallo	2207	1	0	0	2,207	1	0.0%
Lothian	608	2	484	3	1,091	5	44.3%
LOCAL	2,814	3	484	3	3,298	6	14.7%
TOTAL	4,825	12	4,452	13	9,277	25	48.0%

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 Stormoway	189	2	0	0	189	2	0.0%
INTERLINE	262	3	0	0	262	3	0.0%
Highland and Islands	8263	95	4468	52	12,731	147	35.1%
Grampian	1737	19	0	0	1,737	19	0.0%
LOCAL	2,814	3	484	3	3,298	6	14.7%
TOTAL	3,076	6	484	3	3,560	9	13.6%

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			48	1	48	1	100.0%
8-20 hours	28	1	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%
Total answered	2,864	60	1,056	25	3,920	85	26.9%
Percentage of trips of one day or less	10.3%	11.7%	23.4%	20.0%	13.9%	14.1%	

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							
Total answered	169	1	352	2	521	3	67.6%
Total revenue £		276		279	555	489	50.3%
Average fare paid £		276.00		139.50	185.00	163.00	75.4%
Maximum fare per round trip 2001 £		163.00		163.00	163.00	163.00	
Average Fare as % of Maximum fare		169.3%		85.6%	113.5%	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

Average number of 'local' passengers November 2001

	EDI	KOI								
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

Average number of 'local' passengers November 2001

	KOI	EDI								
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 2001		Shetland & Orkney 2001		Total 2001		S&O percent
Code	Purpose	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
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	
BUSINESS TOTAL		2,476	21	4,222	18	6,697	39	63.0%
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	
LEISURE TOTAL		3,280	12	3,067	12	6,348	24	48.3%
Total answered		5,756	33	7,289	30	13,045	63	55.9%
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%
INTERLINE	1,818	7	1,311	8	3,130	15	41.9%
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%
LOCAL	3,938	26	5,977	22	9,915	48	60.3%
TOTAL	5,756	33	7,289	30	13,045	63	55.9%

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%
Total answered	3,938	26	5,977	23	9,915	49	60.3%
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%	
Total answered	3,051	18	3,603	13	6,654	31	54.2%	
Total revenue £		5,077		3,556		8,633	8,428	41.2%
Average fare paid £		282.06		273.54		278.48	271.87	98.2%
Maximum fare per round trip 2001 £		328.00		328.00		328.00	328.00	
Average Fare as % of Maximum fare		86.0%		83.4%		84.9%	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

	EDI	LSI			Average number of 'local' passengers November 2001								
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	

	LSI	EDI			Average number of 'local' passengers November 2001								
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

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	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	
BUSINESS TOTAL		3,092	21	2,249	18	5,341	39	42.1%
16	Holiday Fare Paid Separately	961	1			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	
LEISURE TOTAL		5,060	22	2,121	14	7,181	36	29.5%
Total answered		8,152	43	4,370	32	12,522	75	34.9%
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	
Onward destination							
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%
INTERLINE	1,219	10	339	3	1,558	13	21.8%
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%
LOCAL	6,933	33	4,031	29	10,964	62	36.8%
TOTAL	8,152	43	4,370	32	12,522	75	34.9%

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	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	316	4	380	5	696	9	54.6%
	3 days	140	2	246	3	386	5	63.8%
	4 days	1,151	2	253	2	1,404	4	18.0%
	5 days			1,326	5	1,326	5	100.0%
	6 days	159	2	288	2	447	4	64.4%
	7 days	1,913	8	286	2	2,199	10	13.0%
	8-14 days	154	2			154	2	0.0%
	15-21 days	140	2			140	2	0.0%
	22 days plus							
	Total answered	6,933	33	4,031	29	10,964	62	36.8%
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	Price paid for round trip ticket	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent
		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
	Not answered	2,599	21	1,582	12	4,181	33	37.8%
	£1-£25					53	1	0.0%
	£26-£50	53	1					
	£51-£75							
	£76-£100							
	£101-£125							
	£126-£150	87	1			87	1	0.0%
	£151-£175	680	9	1,302	6	1,981	15	65.7%
	£176-£200	1,049	2			1,049	2	
	£201-£225	260	3	194	2	455	5	
	£226-£250	1,098	1	87	1	1,184	2	7.3%
	£251-£275			200	1	200	1	100.0%
	£276-£300	1,305	3	246	3	1,551	6	15.9%
	£302-£325							
	£326-£350	1,022	2	87	1	1,108	3	7.8%
	£351 plus			673	6	673	6	100.0%
	Total answered	5,553	22	2,788	20	8,341	42	33.4%
	Total revenue £		4,564		5,520	10,084	9,683	54.7%
	Average fare paid £		207.45		276.00	240.10	236.17	115.0%
Maximum fare per round trip 2001 £			372.00		372.00	372.00	372.00	
Average Fare as % of Maximum fare			55.8%		74.2%	64.5%	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

	EDI	SY Y			Average number of 'local' passengers November 2001						
8943 SF3	1110	1220	0	----	6-						
8957 SF3	1500	1650	INV	12345--	8.5	7.3	6.5	10.2	4.8	13.7	
Daily and weekly average, November 2001					51.0	8.5	7.3	6.5	10.2	4.8	13.7

	SY Y	EDI			Average number of 'local' passengers November 2001						
8952 SF3	0850	1040	INV	12345--	7.7	6.3	9.3	8.3	6.8	14.3	
8942 SF3	0910	1020	0	----	6-						
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 2001		Western Isles 2001		Total 2001		WI percent
Code	Purpose	Passengers	Interviews	Passengers	Interviews	Passengers	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	
BUSINESS TOTAL		1,266	7	381	4	1,647	11	23.1%
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 Acedemic 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	
LEISURE TOTAL		3,548	7	1,814	8	5,361	15	33.8%
Total answered		4,814	14	2,195	12	7,009	26	31.3%
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	
Onward destination							
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%
INTERLINE	760	5	346	1	1,106	6	31.3%
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%
LOCAL	4,054	9	1,849	11	5,903	20	31.3%
TOTAL	4,814	14	2,195	12	7,009	26	31.3%

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			94	1	94	1	100.0%
1 day							
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							
Total answered	4,054	9	1,849	11	5,903	20	31.3%
Percentage of trips of one day or less	0.0%	0.0%	5.1%	9.1%	1.6%	5.0%	

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								
Total answered	2,492	5	1,849	11	4,341	16	42.6%	
Total revenue £		806		1,990		2,796	2,758	71.2%
Average fare paid £		161.20		180.91		174.75	172.38	103.5%
Maximum fare per round trip 2001 £		275.00		275.00		275.00	275.00	
Average Fare as % of Maximum fare		58.6%		65.8%		63.5%	62.7%	

█ Fares greater than the maximum advertised fare

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									
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									
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

Place of Residence		Elsewhere 2001		Caithness / Sutherland 2001		Total 2001		C&S percent
Code	Purpose	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	
BUSINESS TOTAL		6,436	24	3,409	11	9,844	35	34.6%
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	
LEISURE TOTAL		534	5	270	4	804	9	33.6%
Total answered		6,969	29	3,679	15	10,648	44	34.5%
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	
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%
INTERLINE	6,134	19	1,055	7	7,190	26	14.7%
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%
LOCAL	835	10	2,623	8	3,458	18	75.9%
TOTAL	6,969	29	3,679	15	10,648	44	34.5%

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	
Length of stay							
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			44	1	44	1	100.0%
22 days plus							
Total answered	816	9	2,623	8	3,439	17	76.3%

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		
Price paid for round trip ticket								
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			370	2	370	2	100.0%	
£351 plus								
Total answered	373	6	2,060	4	2,433	10	84.7%	
Total revenue £		1,229		1,348		2,577	2,155	52.3%
Average fare paid £		204.83		337.00		257.70	215.50	130.8%

Maximum fare per round trip 2001 £	270.00	270.00	270.00	270.00
Average Fare as % of Maximum fare	75.9%	124.8%	95.4%	79.8%

█ Fares greater than the maximum advertised fare

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

		GLA	BEB	Average number of 'local' passengers November 2001							
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

		BEB	GLA	Average number of 'local' passengers November 2001							
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	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	
BUSINESS TOTAL		4,099	12	2,400	10	6,499	22	36.9%
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	5051	13	4209	13	9261	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	
LEISURE TOTAL		5,322	14	8,302	24	13,623	38	60.9%
Total answered		9,421	26	10,701	34	20,122	60	53.2%
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	
Onward destination							
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%
INTERLINE	4,883	12	2,252	6	7,135	18	31.6%
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%
LOCAL	4,537	14	8,450	28	12,987	42	65.1%
TOTAL	9,421	26	10,701	34	20,122	60	53.2%

Length of Stay

Place of Residence	Length of stay	Elsewhere 2001		Western Isles 2001		Total 2001		WI percent
		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
	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%
	Total answered	4,537	14	8,450	28	12,987	42	65.1%
	Percentage of trips of one day or less	13.6%	14.3%	3.2%	3.6%	6.8%	7.1%	

Price paid for round trip ticket

Place of Residence	Price paid for round trip ticket	Elsewhere 2001		Western Isles 2001		Total 2001		WI percent	
		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews		
	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		
	£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								
	Total answered	3,289	10	7,461	24	10,750	34	69.4%	
	Total revenue £		1,470		3,855		5,325	5,279	72.4%
	Average fare paid £		147.00		160.63		156.62	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%		63.7%		62.1%	63.5%	

█ Fares greater than the maximum advertised fare

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		GLA	BRR	Average number of 'local' passengers November 2001						
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

		BRR	GLA	Average number of 'local' passengers November 2001						
8852 DHT	1020	1125	0	-----6-						
8856 DHT	1140	1245	0	12345--	8.3	8.0	6.0	6.4	7.0	8.3
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 Code Purpose	Elsewhere 2001		Western Isles 2001		Total 2001		WI percent
	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	
BUSINESS TOTAL	0	0	370	1	370	1	100.0%
16 Holiday Fare Paid Separately	1,687	1	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	
LEISURE TOTAL	3,280	7	1,182	4	4,463	11	26.5%
Total answered	3,280	7	1,552	5	4,833	12	32.1%
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%
INTERLINE	1,817	2	370	1	2,187	3	16.9%
Strathclyde	1,463	5	912	3	2,375	8	38.4%
Dumfries and Galloway	0	0	271	1	271	1	100.0%
LOCAL	1,463	5	1,182	4	2,646	9	44.7%
TOTAL	3,280	7	1,552	5	4,833	12	32.1%

Length of Stay

Place of Residence	Length of stay	Elsewhere 2001		Western Isles 2001		Total 2001		WI percent
		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
	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							
	Total answered	1,463	5	1,182	4	2,646	9	44.7%
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	Price paid for round trip ticket	Elsewhere 2001		Western Isles 2001		Total 2001		WI percent
		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
	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							
	Total answered	0	0	912	3	912	3	revised 100.0%
	Total revenue £		0		454		454	100.0%
	Average fare paid £				151.33		151.33	100.0%
	Maximum fare per round trip 2001 £		183.00		183.00		183.00	183.00
	Average Fare as % of Maximum fare				82.7%		82.7%	84.5%

█ Fares greater than the maximum advertised fare

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

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

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	
BUSINESS TOTAL		2,462	2	0	0	2,462	2	0.0%
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	
LEISURE TOTAL		3,515	6	1,731	4	5,246	10	33.0%
Total answered		5,977	8	1,731	4	7,708	12	22.5%
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 Onward destination	Elsewhere 2001		Argyll & Bute 2001		Total 2001		A&B percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
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%
INTERLINE	2,528	3	118	1	2,646	4	4.5%
Strathclyde	3,450	5	627	2	4,077	7	15.4%
Lothian	0	0	986	1	986	1	100.0%
LOCAL	3,450	5	1,613	3	5,063	8	31.9%
TOTAL	5,977	8	1,731	4	7,708	12	22.5%

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							
Total answered	3,450	5	1,613	3	5,063	8	31.9%
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								
Total answered	2,954	4	1,430	2	4,383	6	32.6%	
Total revenue £		360		62		422	440	14.7%
Average fare paid £		90.00		31.00		70.33	88.00	44.1%
Maximum fare per round trip 2001 £		116.00		116.00		116.00	116.00	
Average Fare as % of Maximum fare		77.6%		26.7%		60.6%	75.9%	

█ Fares greater than the maximum advertised fare

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							
8911 SF3	0850	0940	0	----6-						6.0		
8911 SF3	0900	0955	0	12345--	17.3	13.3	15.0	9.3	9.0			
8915 SH6	1140	1240	0	12345--	10.3	9.8	9.8	8.7	10.8			
8915 SF3	1140	1230	0	-----7						8.5		
8919 SH6	1930	2030	0	12345-7	20.8	21.5	18.8	25.4	19.4	13.3		
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							
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	----6-						9.5		
8916 SF3	1630	1720	0	-----7						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%
BUSINESS TOTAL		11,268	192	4,353	72	15,621	264	27.9%
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	
LEISURE TOTAL		3,003	44	615	16	3,618	60	17.0%
Total answered		14,271	236	4,968	88	19,238	324	25.8%
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	
Onward destination							
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%
INTERLINE	12,291	13	7,674	12	19,965	25	38.4%
Strathclyde	1,223	3	265	1	1,488	4	17.8%
LOCAL	1,223	3	265	1	1,488	4	17.8%
TOTAL	13,513	16	7,940	13	21,453	29	37.0%

Itinerary INV - GLA

Place of Residence	Elsewhere 2001		Highlands & Islands 2001		Total 2001		O & S percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
INTERLINE	0	0	0	0	0	0	0.0%
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%
LOCAL	20,733	220	4,954	74	25,687	294	19.3%
TOTAL	20,733	220	4,954	74	25,687	294	19.3%

Length of Stay

Place of Residence	Length of stay	Elsewhere 2001		Highlands & Islands 2001		Total 2001		H&I percent
		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
	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%
	Total answered	6,264	110	993	39	7,257	149	13.7%
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	Price paid for round trip ticket	Elsewhere 2001		Highlands & Islands 2001		Total 2001		H&I percent
		Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
	Not answered	15,978	212	6,281	80	22,260	292	28.2%
	£1-£25							
	£26-£50	59	3			59	3	
	£51-£75	35	1	21	1	56	2	37.5%
	£76-£100	242	5	32	2	274	7	11.5%
	£101-£125			58	2	58	2	100.0%
	£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							
	Total answered	1,145	24	166	7	1,311	31	12.6%
	Total revenue £		3,355		816		4,171	19.6%
	Average fare paid £		139.79		116.57		133.54	86.6%
Maximum fare per round trip 2001 £			163.00		163.00		163.00	
Average Fare as % of Maximum fare			85.8%		71.5%		82.5%	81.9%

█ Fares greater than the maximum advertised fare

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

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

Average number of 'local' passengers November 2001

ILY GLA

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

Place of Residence		Argyll and Bute 2001		Elsewhere where 2001		Total 2001		O & S percent
Code	Purpose	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
2	Business - not detailed	0	0	2,278	3	2,278	3	0.0%
3	Attending Internal Company Business	1,795	3	1,001	3	2,796	6	64.2%
4	Meetings with Customers outside the Company	0	0	1,417	4	1,417	4	0.0%
5	Conference/Congress	0	0	0	0	0	0	-100.0%
6	Trade Fair/Exhibition	0	0	0	0	0	0	0.0%
7	Armed Services	0	0	0	0	0	0	0.0%
8	Airline Staff (positioning)	0	0	0	0	0	0	0.0%
9	Contract Home Leave	0	0	0	0	0	0	0.0%
10	Overseas Employment - Less Than 12 Months	0	0	0	0	0	0	0.0%
11	Overseas Employment - 12 Months Or More	0	0	0	0	0	0	0.0%
12	Studies Paid By Employer - Formal Academic Course	0	0	0	0	0	0	100.0%
13	Studies Paid By Employer - Other	0	0	0	0	0	0	200.0%
14	Au Pair	0	0	0	0	0	0	300.0%
15	Accompanying Passenger on Business	0	0	0	0	0	0	0.0%
BUSINESS TOTAL		1,795	3	4,696	10	6,491	13	27.7%
16	Holiday Fare Paid Separately	0	0	321	1	321	1	0.0%
17	Holiday It/Package - Hotel	0	0	2,246	7	2,246	7	0.0%
18	Holiday It/Package - Self Catering	0	0	0	0	0	0	0.0%
19	Holiday It/Package - Cruise	0	0	0	0	0	0	0.0%
20	Visiting Friends And Relatives	4,070	4	586	2	4,656	6	87.4%
21	Migration	0	0	0	0	0	0	0.0%
22	Studies Private/Grants - Formal Academic Course	0	0	0	0	0	0	0.0%
23	Studies Private/Grants - Other	0	0	0	0	0	0	0.0%
24	Cultural Sports	0	0	0	0	0	0	0.0%
25	Unaccompanied School Children	0	0	0	0	0	0	0.0%
26	Other - not detailed	3,611	6	0	0	3,611	6	100.0%
27	Skiing Fare Paid Separately	0	0	0	0	0	0	0.0%
28	Skiing Hotel	0	0	0	0	0	0	0.0%
29	Skiing Self Catering	0	0	0	0	0	0	0.0%
LEISURE TOTAL		7,681	10	3,153	10	10,834	20	70.9%
Grand Total		9,476	13	7,849	20	17,325	33	54.7%
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%
INTERLINE	2,599	4	1,593	1	4,191	5	62.0%
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%
LOCAL	5,250	13	7,883	12	13,133	25	60.0%
TOTAL	7,849	17	9,475	13	17,324	30	54.7%

Length of stay

Place of Residence	Length of stay	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	38.0%
	4-8 hours	2,815	4	416	1	3,231	5	87.1%
	8-20 hours	380	1	1,001	3	1,381	4	27.5%
	1 day	1,020	1	790	2	1,810	3	56.3%
	2 days	416	1			416	1	100.0%
	3 days			2,300	7	2,300	7	0.0%
	4 days			321	1	321	1	0.0%
	5 days	510	1			510	1	100.0%
	6 days							
	7 days	1,593	1	211	1	1,804	2	88.3%
	8-14 days	416	1			416	1	100.0%
	15-21 days	375	1	211	1	586	2	64.0%
	22 days plus	360	1			360	1	100.0%
	Total answered	7,883	12	5,250	16	13,133	28	60.0%
Percentage of trips of one day or less		53.5%	50.0%	42.0%	37.5%	48.9%	42.9%	

Price paid for round trip ticket

Place of Residence	Price paid for round trip ticket	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								
	Total answered	5,068	8	3,224	9	8,291	17	61.1%	
	Total revenue £		675		1,089		1,764	1,733	38.3%
	Average fare paid £		84.38		121.00		103.76	108.31	81.3%
	Maximum fare per round trip 2001 £		132.00		132.00		132.00	132.00	
	Average Fare as % of Maximum fare		63.9%		91.7%		78.6%	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	
INTERLINE	0	0	0	0	0	0	0.0%
Strathclyde	82	1	163	2	245	3	66.7%
LOCAL	82	1	163	2	245	3	66.7%
TOTAL	82	1	163	2	245	3	66.7%

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							
Total answered	82	1	163	2	245	3	66.7%
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								
Total answered	82	1	163	2	245	3	66.7%	
Total revenue £		350		440		790	789	55.7%
Average fare paid £		350.00		220.00		263.33	263.00	83.5%
Maximum fare per round trip 2001 £		328.00		328.00		328.00	328.00	
Average Fare as % of Maximum fare		106.7%		67.1%		80.3%	80.2%	

█ Fares greater than the maximum advertised fare

Summary Route Data

Source: CAA Passenger Survey

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										
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										
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

Code	Purpose	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent
		Passengers	Interviews	Passengers	Interviews	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	
BUSINESS TOTAL		3,535	20	769	9	4,304	29	17.9%
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	
LEISURE TOTAL		2,831	21	3,314	25	6,146	46	53.9%
Total answered		6,366	41	4,083	34	10,450	75	39.1%
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 Onward destination	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent
	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%
INTERLINE	4,377	19	1,364	8	5,741	27	23.8%
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%
LOCAL	1,989	22	2,719	26	4,708	48	57.8%
TOTAL	6,366	41	4,083	34	10,450	75	39.1%

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	4,510	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%
Total answered	1,856	20	2,719	26	4,575	46	59.4%
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 Price paid for round trip ticket	Elsewhere 2001		Shetland & Orkney 2001		Total 2001		S&O percent	
	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%	
Total answered	727	11	2,426	23	3,153	34	revised 76.9%	
Total revenue £		2,217		4,470		6,687	6,592	66.8%
Average fare paid £		201.55		194.35		196.68	193.88	98.8%
Maximum fare per round trip 2001 £		386.00		386.00		386.00	386.00	
Average Fare as % of Maximum fare		52.2%		50.3%		51.0%	50.2%	

█ Fares greater than the maximum advertised fare

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

GLA SY Y

Average number of 'local' passengers November 2001

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

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

Code	Purpose	Elsewhere 2001		Western Isles 2001		Total 2001		WI percent
		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	
BUSINESS TOTAL		8,317	28	10,249	26	18,566	54	55.2%
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	
LEISURE TOTAL		17,106	48	9,215	47	26,321	95	35.0%
Total answered		25,423	76	19,464	73	44,887	149	43.4%

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 Onward destination	Elsewhere 2001		Western Isles 2001		Total 2001		WI percent
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
LHR Heathrow							
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%
INTERLINE	6,754	23	3,711	21	10,465	44	35.5%
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%
LOCAL	13,578	43	11,517	46	25,096	89	45.9%
TOTAL	20,332	66	15,229	67	35,561	133	42.8%

Length of stay

Place of Residence Length of stay	Elsewhere 2001		Western Isles 2001		Total 2001		WI percent
	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%
Total answered	13,578	44	11,320	45	24,898	89	45.5%
Percentage of trips of one day or less	19.0%	20.5%	18.8%	11.1%	18.9%	15.7%	

Price paid for round trip ticket

Place of Residence Price paid for round trip ticket	Elsewhere 2001		Western Isles 2001		Total 2001		WI percent	
	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								
Total answered	10,883	33	8,446	32	19,329	65	43.7%	
Total revenue £		5,153		5,110		10,263	10,145	49.8%
Average fare paid £		156.15		159.69		157.89	156.08	101.1%
Maximum fare per round trip 2001 £		252.00		252.00		252.00	252.00	
Average Fare as % of Maximum fare		62.0%		63.4%		62.7%	61.9%	

█ Fares greater than the maximum advertised fare

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

Average number of 'local' passengers November 2001

	GLA	TRE									
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

Average number of 'local' passengers November 2001

	TRE	GLA									
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	
BUSINESS TOTAL		0	0	611	2	611	2	100.0%
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	1822	5	1822	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	
LEISURE TOTAL		1,784	7	2,281	6	4,065	13	56.1%
Total answered		1,784	7	2,892	8	4,676	15	61.8%
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
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
Onward destination							
AMS Amsterdam	237	1	0	0	237	1	0.0%
INTERLINE	237	1	0	0	237	1	0.0%
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%
LOCAL	1,547	6	2,892	8	4,439	14	65.1%
TOTAL	1,784	7	2,892	8	4,676	15	61.8%

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	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							
	3 days							
	4 days	259	1			259	1	0.0%
	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%
	Total answered	1,335	5	2,892	8	4,227	13	68.4%
	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	Price paid for round trip ticket	Elsewhere 2001		Argyll & Bute 2001		Total 2001		A&B percent	
		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								
	Total answered	1,547	6	2,281	6	3,828	12	59.6%	
	Total revenue £		585		689		1,274	1,281	54.1%
	Average fare paid £		97.50		114.83		106.17	106.75	108.2%
	Maximum fare per round trip 2001 £		144.00		144.00		144.00	144.00	
	Average Fare as % of Maximum fare		67.7%		79.7%		73.7%	74.1%	

█ 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							
LGW Gatwick	566	4	442	3	1,008	7	43.8%
SYU Stornoway	297	3	94	1	391	4	24.1%
Other UK	211	3	130	2	342	5	38.2%
INTERLINE	1,074	10	666	6	1,740	16	38.3%
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%
LOCAL	7,248	67	5,420	43	12,668	110	42.8%
TOTAL	8,322	77	6,086	49	14,408	126	42.2%

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%
Total answered	1,675	20	2,718	24	4,393	44	61.9%
Percentage of trips of one day or less	26.1%	25.0%	64.7%	70.8%	50.0%	50.0%	

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								
Total answered	5,139	50	4,300	29	9,440	79	45.6%	
Total revenue £		8,172		5,299		13,471	13,152	39.3%
Average fare paid £		163.44		182.72		170.52	166.48	107.2%
Maximum fare per round trip 2001 £		190.00		190.00		190.00	190.00	
Average Fare as % of Maximum fare		86.0%		96.2%		89.7%	87.6%	

█ Fares greater than the maximum advertised fare

Itinerary

Place of Residence	Elsewhere 2001		Shetland & Orkney 2001		Total 2001	
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews
Onward destination						
SYY Stornoway	0	0	11	1	11	1
INTERLINE	0	0	11	1	11	1
Highlands & Islands	11	1	0	0	11	1
Grampian	11	1	33	3	44	4
LOCAL	22	2	33	3	55	5
TOTAL	22	2	44	4	66	6

S&O percent
100.0%
100.0%
0.0%
75.0%
60.0%
66.7%

Length of Stay

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

O & S percent
100.0%
0.0%
0.0%
100.0%
33.3%

Price paid for round trip ticket

Place of Residence	Elsewhere 2001		Shetland & Orkney 2001		Total 2001	
	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews
Price paid for round trip ticket						
Not answered			11	1	11	1
£1-£25						
£26-£50						
£51-£75						
£76-£100						
£101-£125						
£126-£150						
£151-£175						
£176-£200			11	1	11	1
£201-£225						
£226-£250						
£251-£275	11	1			11	1
£276-£300	11	1	22	2	33	3
£302-£325						
£326-£350						
£351 plus						
Total answered	22	2	33	3	55	5
Total revenue £		551		737		1,288
Average fare paid £		275.50		245.67		257.60

O & S percent
100.0%
100.0%
0.0%
66.7%
60.0%
57.2%
95.4%

Maximum fare per round trip 2001 £	276.00	276.00	276.00	276.00
Average Fare as % of Maximum fare	99.8%	89.0%	93.3%	95.3%

█ Fares greater than the maximum advertised fare

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

INV SYY

Average number of 'local' passengers November 2001

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

SYY INV

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

Place of Residence		Elsewhere 2001		Western Isles 2001		Total 2001		WI percent
Code	Purpose	Passengers	Interviews	Passengers	Interviews	Passengers	Interviews	
2	Business - not detailed	2,136	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	
BUSINESS TOTAL		8,252	45	7,193	73	15,444	118	46.6%
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	
LEISURE TOTAL		2,559	25	8,457	88	11,017	113	76.8%
Total answered		10,811	70	15,650	161	26,461	231	59.1%
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%
INTERLINE	335	3	772	6	1,107	9	69.8%
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%
LOCAL	10,476	67	14,878	155	25,354	222	58.7%
TOTAL	10,811	70	15,650	161	26,461	231	59.1%

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%
Total answered	4,702	26	5,938	67	10,640	93	55.8%
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								
Total answered	9,204	58	10,972	121	20,176	179	54.4%	
Total revenue £		6,819		14,451		21,270	21,339	67.9%
Average fare paid £		117.57		119.43		118.83	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%		79.6%		79.2%	79.9%	

█ Fares greater than the maximum advertised fare

XXII

Kirkwall to Sumburgh

KOI LSI

Summary Route Data

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

Schedule Nov. 2001

Average number of 'local'passengers November 2001

	KOI	LSI									
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									
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 2003

XXIII

Kirkwall to Wick

KOI WIC

Summary Route Data

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

Schedule Nov. 2001

Average number of 'local'passengers November 2001

	KOI	WIC								
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								
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 2003

XXIV

Sumburgh to Wick

LSI WIC

Summary Route Data

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

Schedule Nov. 2001

Average number of 'local'passengers November 2001

	LSI	WIC								
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								
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 2003

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

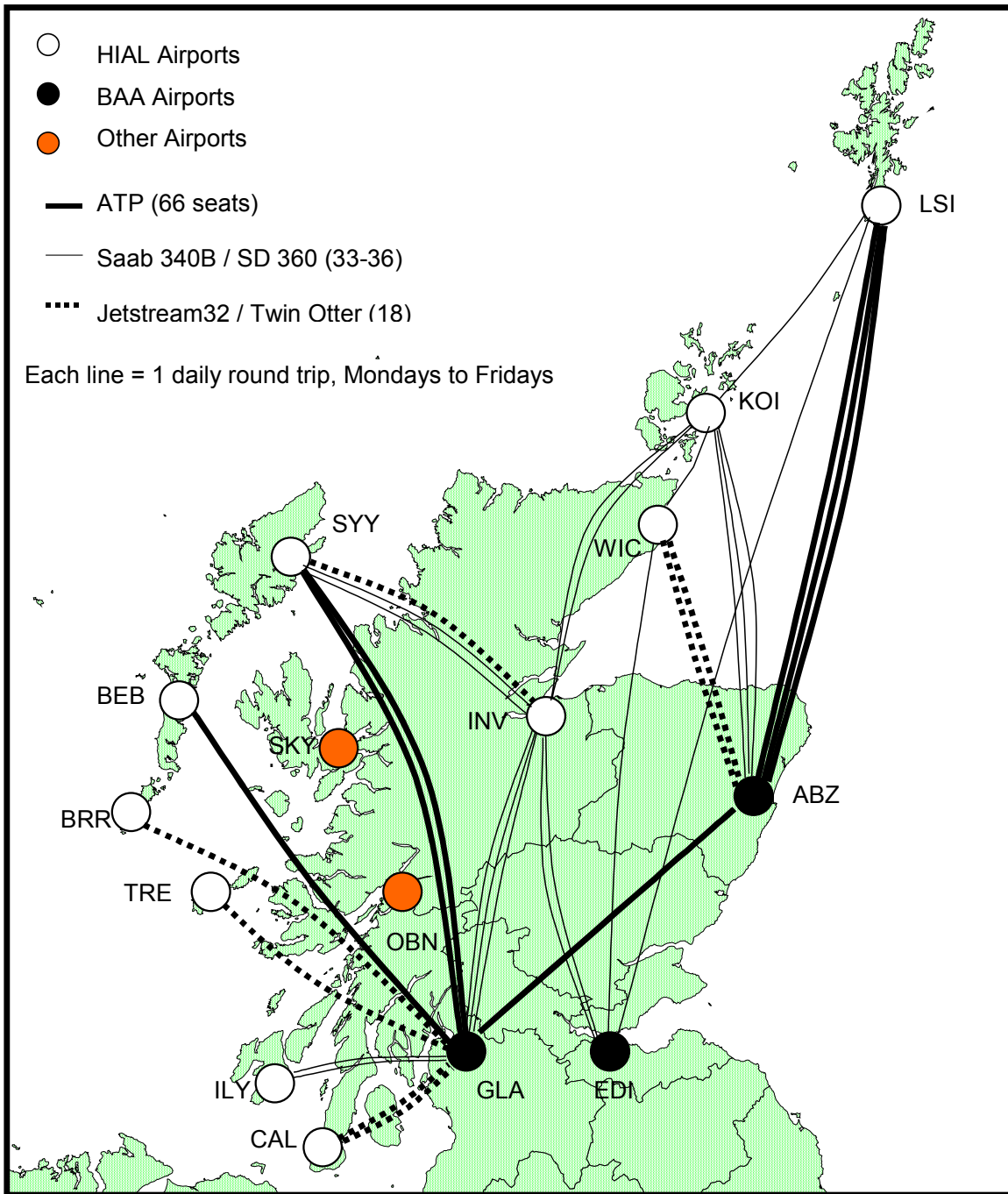
Mechanics of the Cost Model.

- 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	naautical miles one way	miles round trip	Annual pax 2001	Round Trip pax 2001	Ave. fare RT £	Target fare RT	<i>Target, % of actual</i>	RT Costs per pax £	Annual RT costs £	Net fare / RT £	Annual net 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	SYU GLA	KOI ABZ	SYU 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	SYU 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>

Included Passenger Operations in the Highlands and Islands

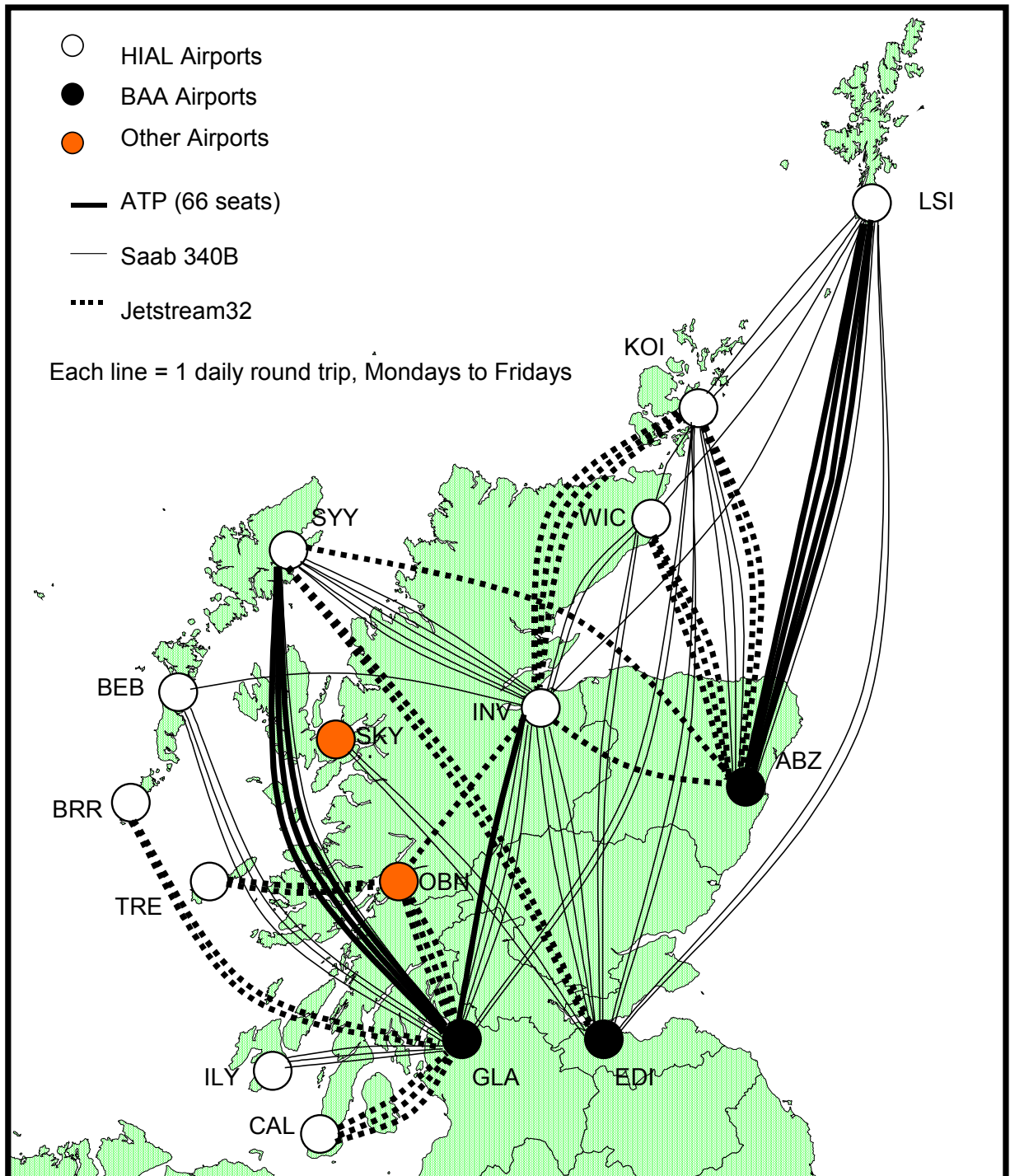
: Impact of Target Fares

Passenger |

Miles round trip	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
			Business	Leisure	Interline				Business 0.75	Leisure 1.25	Interline 0.65	
215.0	36,400	36,400	35	35	30	178.32	99.50	44%	16,963	19,779	14,057	50,800
326.0	71,500	71,500	35	35	30	215.44	132.80	38%	32,224	37,024	26,798	96,047
160.8	7,500	8,500	55	30	15	156.75	83.24	47%	6,319	4,045	1,664	12,028
196.0	12,400	12,400	15	10	75	163.00	93.80	42%	2,452	1,898	11,866	16,217
362.2	15,300	15,300	45	30	25	271.87	143.66	47%	9,320	7,296	4,997	21,613
489.8	15,300	15,300	40	40	20	236.17	181.94	23%	7,174	7,877	3,517	18,567
333.0	6,400	6,400	30	45	25	172.38	134.90	22%	2,233	3,663	1,826	7,722
301.4	8,200	10,000	30	10	60	215.50	125.42	42%	3,941	1,523	7,630	13,093
273.2	21,100	21,100	25	45	30	159.97	116.96	27%	6,339	12,686	7,436	26,461
242.8	5,400	5,400	10	65	25	154.67	107.84	30%	663	4,838	1,616	7,117
99.8	8,100	8,100	15	50	35	88.00	64.94	26%	1,454	5,377	3,318	10,148
125.2	19,300	20,100	35	50	15	108.31	72.56	33%	8,777	14,197	3,662	26,635
201.8	26,000	28,000	10	5	85	133.54	95.54	28%	3,398	1,898	28,202	33,498
383.4	5,300	5,300	25	40	35	263.00	150.02	43%	1,752	3,258	2,373	7,383
521.0	12,500	13,000	25	40	35	193.88	191.30	1%	3,282	5,286	4,589	13,158
307.0	47,400	47,400	25	40	35	156.08	127.10	19%	13,500	23,360	18,592	55,453
179.4	5,200	5,800	20	70	10	106.75	88.82	17%	1,306	4,912	643	6,862
185.0	9,200	9,500	55	30	15	166.48	90.50	46%	7,013	4,476	1,848	13,337
329.2	4,800	5,600	60	25	15	263.00	133.76	49%	4,598	2,260	1,108	7,967
166.4	24,800	29,000	50	45	5	119.88	84.92	29%	17,671	17,807	1,725	37,203
148.0	7,400	7,400	60	40	0	129.20	79.40	39%	5,724	4,386	0	10,110
61.4	1,200	2,000	60	40	0	45.90	53.42	-16%	1,053	636	0	1,689
203.8	400	400	60	40	0	136.00	96.14	29%	293	219	0	511
	371,100	383,900				174.68	116.36	33%	157,449	188,701	147,469	493,619

...ed schedules and passenger figures recorded in November 2001

Appendix Ten. Scheduled Passenger Routes Proposed



Appendix Eleven

Proposed Operating Pattern - by Aircraft

Aircraft type seats	ATP - 1		Hours p.a.		ATP - 2		Hours p.a.		Saab - 1		Hours p.a.		Saab - 2		Hours p.a.		Saab - 3		Hours p.a.		Saab - 4		Hours p.a.	
	66	2,600	66	2,630	33	3,120	33	3,470	33	2,500	33	2,810												
depart	LSI	07:30	123456-	SY Y	07:30	123456-	ABZ	07:10	123456-	GLA	07:30	1234567	ABZ	07:10	123456-	KOI	07:20	123456-						
arrive	ABZ	08:30		GLA	08:35		LSI	08:10		KOI	08:45		KOI	08:00		EDI	08:30							
depart	ABZ	09:10	123456-	GLA	09:10	123456-	LSI	08:40	123456-	KOI	09:05	1234567	KOI	08:30	123456-	EDI	09:00	123456-						
arrive	LSI	10:10		SY Y	10:15		EDI	10:05		LSI	09:45		ABZ	09:20		WIC	10:05							
depart	LSI	11:00	1234567	SY Y	11:00	123456-	EDI	10:35	123456-	LSI	10:15	1234567	ABZ	10:10	1234567	WIC	10:50	123456-						
arrive	ABZ	12:00		GLA	12:05		LSI	12:00		KOI	10:55		KOI	11:00		EDI	11:55							
depart	ABZ	12:40	1234567	GLA	13:00	1234567	LSI	12:35	1234567	KOI	11:15	1234567	KOI	12:15	1234567	EDI	12:25	123456-						
arrive	LSI	13:40		INV	13:50		INV	13:35		GLA	12:30		WIC	12:45		KOI	13:35							
depart	LSI	14:30	123456-	INV	14:30	1234567	INV	14:30	1234567	GLA	13:00	123456-	WIC	13:05	1234567	KOI	14:20	12345-7						
arrive	ABZ	15:30		GLA	15:20		LSI	15:30		SY Y	14:05		INV	13:45		EDI	15:30							
depart	ABZ	16:10	123456-	GLA	16:10	12345-7	LSI	16:40	12345-7	SY Y	14:45	123456-	INV	14:45	1234567	EDI	16:00	12345-7						
arrive	LSI	17:10		SY Y	17:15		EDI	18:05		GLA	15:50		WIC	15:25		WIC	17:05							
depart	LSI	18:00	12345-7	SY Y	18:00	12345-7	EDI	18:35	12345-7	GLA	16:30	1234567	WIC	15:45	1234567	WIC	17:50	12345-7						
arrive	ABZ	19:00		GLA	19:05		LSI	20:00		KOI	17:45		KOI	16:15		EDI	18:55							
depart	ABZ	19:40	12345-7	GLA	19:40	12345-7	LSI	20:30	12345-7	KOI	18:05	1234567	KOI	17:30	1234567	EDI	19:25	12345-7						
arrive	LSI	20:40		SY Y	20:45		ABZ	21:30		LSI	18:45		ABZ	18:20		KOI	20:35							
depart										LSI	19:15	1234567	ABZ	19:10	12345-7									
arrive										KOI	19:55		KOI	20:00										
depart										KOI	20:15	1234567	KOI	20:30	12345-7									
arrive										GLA	21:30		ABZ	21:20										
depart																								
arrive																								

Airport codes			
ABZ	Aberdeen	INV	Inverness
BEB	Benbecula	KOI	Kirkwall
BRR	Barra	LSI	Sumburgh
CAL	Campbeltown	OBN	Oban
CNS	Colonsay	SKY	Skye
COL	Coll	SY Y	Stornoway
EDI	Edinburgh	TRE	Tiree
GLA	Glasgow	WIC	Wick
ILY	Islay		

All times are local	1234567	days of operation
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Appendix Eleven

Proposed Operating Pattern - by Aircraft

Aircraft type seats	Saab - 5 Hours p.a.			Saab - 6 Hours p.a.			Saab - 7 Hours p.a.			Saab - 8 Hours p.a.			Saab - 9 Hours p.a.			Jetst 32 - 1 Hours p.a.					
	33		2,900	33		2,290	33		2,340	33		2,960	33		880	18		1,400			
depart	INV	07:00	123456-	GLA	07:30	123456-	SY Y	07:20	123456-	EDI	07:20	1234567	LSI	07:15	123456-	WIC	07:00	123456-			
arrive	GLA	07:50		BEB	08:30		INV	08:05		INV	08:10		WIC	08:00		ABZ	07:45				
depart	GLA	08:30	123456-	BEB	08:50	123456-	INV	08:35	123456-	INV	08:40	1234567	WIC	08:20	123456-	ABZ	09:45	123456-			
arrive	ILY	09:10		GLA	09:50		SY Y	09:20		EDI	09:30		INV	09:00		WIC	10:30				
depart	ILY	09:30	123456-	GLA	11:30	123456-	SY Y	10:20	123456-	EDI	10:10	123456-	INV	09:30	1234567	WIC	11:00	123456-			
arrive	GLA	10:10		BEB	12:30		INV	11:05		SKY	11:05		<i>cover aircraft</i>			ABZ	11:45	123456-			
depart	GLA	10:40	123456-	BEB	13:00	123456-	INV	11:35	123456-	SKY	11:25	123456-	INV	19:30		ABZ	12:15	1234567			
arrive	INV	11:30		INV	13:40		SY Y	12:20		EDI	12:20		<i>cover aircraft</i>								
depart	INV	12:00	123456-	INV	14:45	12345-7	SY Y	12:50	1324567	EDI	12:50	1234567	INV	20:10	12345-7	ABZ	15:15				
arrive	GLA	12:50		BEB	15:25		INV	13:35		INV	13:40		WIC	20:50		WIC	16:30				
depart	GLA	13:30	123456-	BEB	15:50	12345-7	INV	14:35	1234567	INV	14:40	1234567	WIC	21:10	12345-7	ABZ	15:45	12345-7			
arrive	ILY	14:10		GLA	16:50		SY Y	15:20		EDI	15:30		LSI	21:55		WIC	16:30				
depart	ILY	14:30	123456-	GLA	17:30	12345-7	SY Y	16:20	12345--	EDI	16:10	12345-7				WIC	17:00	12345-7			
arrive	GLA	15:10		BEB	18:30		INV	17:05		SKY	17:05					ABZ	17:45				
depart	GLA	15:40	123456-	BEB	18:50	12345-7	INV	17:35	12345--	SKY	17:25	12345-7				ABZ	19:45	12345-7			
arrive	INV	16:30		GLA	19:50		SY Y	18:20		EDI	18:20					WIC	20:30				
depart	INV	17:00	12345-7				SY Y	19:20	12345-7	EDI	18:50	1234567									
arrive	GLA	17:50					INV	20:05		INV	19:40										
depart	GLA	18:30	12345-7				INV	20:35	12345-7	INV	20:10	1234567									
arrive	ILY	19:10					SY Y	21:20		EDI	21:00		Saab - 10 Hours p.a. 33 0								
depart	ILY	19:30	12345-7										INV	00:01	1234567						
arrive	GLA	20:10											<i>cover aircraft</i>								
depart	GLA	20:40	12345-7										INV	23:59							
arrive	INV	21:30																			

Appendix Eleven

Proposed Operating Pattern - by Aircraft

Aircraft type seats	Jetst 32 - 2 Hours p.a.		Jetst 32 - 3 Hours p.a.		Jetst 32 - 4 Hours p.a.		Jetst 32 - 5 Hours p.a.		Islander		Islander		Hours p.a.																													
	18	2,520	18	2,560	18	2,040	18	2,170					2,210																													
depart	INV	07:45	123456-	SY Y	07:40	123456-	GLA	07:40	123456-	GLA	07:45	12345--	ILY	07:20	123456-	ILY	21:10	12345-7																								
arrive	KOI	08:30		EDI	08:45		OBN	08:15		CAL	08:20		CNS	07:35		CNS	20:55																									
depart	KOI	08:50	123456-	EDI	09:30	123456-	OBN	08:30	123456-	CAL	08:40	12345--	CNS	07:45	123456-	CNS	20:45	12345-7																								
arrive	INV	09:35		SY Y	10:35		TRE	09:00		GLA	09:15		OBN	08:10		OBN	20:20																									
depart	INV	10:15	1234567	SY Y	11:15	1234567	TRE	09:30	123456-	GLA	10:00	123456-	OBN	08:35	123456-	OBN	19:55	12345-7																								
arrive	KOI	11:00		ABZ	12:15		OBN	10:00		BRR	10:55		COL*	09:00		COL*	19:30																									
depart	KOI	11:30	123456-	ABZ	13:05	1234567	OBN	10:15	123456-	BRR	11:15	123456-	COL*	09:30	123456-	COL*	19:00	12345-7																								
arrive	ABZ	12:20		INV	13:45		GLA	10:50		GLA	12:10		OBN	09:55		OBN	18:35																									
depart	ABZ	13:10	12345--	INV	14:35	1234567	GLA	12:25	1234567	GLA	12:45	123456-	OBN	11:10	1234567	OBN	17:20	1234567																								
arrive	KOI	14:00		ABZ	15:15		OBN	13:00		CAL	13:20		ILY	11:40		ILY	16:50																									
depart	KOI	14:30	12345-7	ABZ	16:00	1234567	OBN	13:15	1234567	CAL	13:40	123456-	ILY	11:50	1234567	ILY	16:40	1234567																								
arrive	ABZ	15:20		SY Y	17:00		INV	13:50		GLA	14:15		CAL	12:05		CAL	16:25																									
depart	ABZ	16:10	1234567	SY Y	17:40	12345-7	INV	14:40	1243567	GLA	15:00	12345-7	CAL	12:15	1234567	CAL	16:15	1234567																								
arrive	KOI	17:00		EDI	18:45		OBN	15:15		BRR	15:55		OBN	12:45		OBN	15:45																									
depart	KOI	17:50	1234567	EDI	19:30	12345-7	OBN	15:30	1234567	BRR	16:15	12345-7	OBN	13:20	1234567	OBN	15:10	1234567																								
arrive	INV	18:35		SY Y	20:35		GLA	16:05		GLA	17:10		SKY	13:50		SKY	14:40																									
depart	INV	19:15	12345-7				GLA	17:40	12345-7	GLA	17:45	12345-7	COL* Operates to CNS days 1-3-5-- and COL days -2-4-6-																													
arrive	KOI	20:00					OBN	18:15		CAL	18:20																															
depart	KOI	20:20	12345-7				OBN	18:30	12345-7	CAL	18:40	12345-7	<table border="1"> <thead> <tr> <th colspan="4">Utilisation rates:</th> </tr> <tr> <th>Aircraft</th> <th>Units</th> <th>Hours</th> <th>Ave. Hours</th> </tr> </thead> <tbody> <tr> <td>ATP</td> <td>2</td> <td>5,230</td> <td>2,615</td> </tr> <tr> <td>Saab 340</td> <td>10</td> <td>23,270</td> <td>2,327</td> </tr> <tr> <td>Jetstream 32</td> <td>5</td> <td>10,690</td> <td>2,138</td> </tr> <tr> <td>Total</td> <td>17</td> <td>39,190</td> <td>2,305</td> </tr> </tbody> </table>						Utilisation rates:				Aircraft	Units	Hours	Ave. Hours	ATP	2	5,230	2,615	Saab 340	10	23,270	2,327	Jetstream 32	5	10,690	2,138	Total	17	39,190	2,305
Utilisation rates:																																										
Aircraft	Units	Hours	Ave. Hours																																							
ATP	2	5,230	2,615																																							
Saab 340	10	23,270	2,327																																							
Jetstream 32	5	10,690	2,138																																							
Total	17	39,190	2,305																																							
arrive	INV	21:05					TRE	19:00		GLA	19:15																															
depart							TRE	19:30	12345-7																																	
arrive							OBN	20:00																																		
depart							OBN	20:15	12345-7																																	
arrive							GLA	20:50																																		

Appendix Twelve

Proposed Operating Pattern - by Airport

A) - SUMBURGH, KIRKWALL, WICK, BENBECULA

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

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

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

BENBECULA SCHEDULES MONDAYS TO FRIDAY									
Depart									
GLA		07:30		11:30	(13:00)			17:30	
INV						14:40			
Arrive									
BEB		08:30	12:30	15:20	18:30				
Depart									
BEB		08:50	13:00	15:50	18:50				
Arrive									
INV				13:40					
GLA		09:50	(15:20)	16:50	19:50				

21:30	66-seat ATP
21:30	33-seat Saab
21:30	18-seat Jetstream
21:30	9-seat Islander
(21:30)	by connecting flight

AppendixTwelve

Proposed Operating Pattern - by Airport

B) - STORNOWAY, INVERNESS

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

INVERNESS - ENGLAND SCHEDULES MONDAYS TO FRIDAYS									
Depart									
LGW		09:30	11:00					15:00	20:00
LTN						12:25			
MAN	08:40						13:55		18:25
Arrive									
INV	10:15	11:15	12:40	14:05	15:30	16:45	20:00	21:45	
Depart									
INV	06:20	07:00	11:45	11:55	13:00	14:25	16:20	17:30	
Arrive									
MAN	07:55		13:20					17:55	
LTN						15:55			
LGW		08:45		13:40	13:45			19:15	

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

21:30 100-150 seat B737, RJ10C **21:30** 33-seat Saab **21:30** 9-seat Islander
21:30 66-seat ATP **21:30** 18-seat Jetstream **(21:30)** by connecting flight

Flights connecting to midday INV bus

Appendix Twelve

Proposed Operating Pattern - by Airport

C) - BARRA, SKYE, TIREE, OBAN, ISLAY, CAMPB

BARRA, SKYE, TIREE, OBAN, ISLAY AND CAMPBELTOWN SCHEDULES MONDAYS TO FRIDAYS												
Depart												
INV							14:40					
BRR				11:15				16:15				
SKY							(14:40)			11:25	17:25	
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	12:10	14:15	15:10	16:05	17:10	19:15	20:10	20:50	
EDI											12:20	18:20
Depart												
EDI											10:10	16:10
GLA	07:40	07:45	08:30	10:00	12:25	12:45	13:30	15:00	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				
SKY					(13:50)					11:05	17:05	
BRR				10:55			15:55					
INV					13:50							

ARGYLL ISLANDER SCHEDULES MONDAYS TO FRIDAYS, AND CONNECTIONS OVER OBAN												
Depart												
INV								14:40				
SKY												
TRE				09:30							19:30	
CAL						12:15			16:25			
ILY	07:20					11:50			16:50			
CNS	07:45		09:30*							19:30*		
COL			09:30*							19:30*		
GLA		07:40				12:25			17:40			
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	13:15	13:20	15:30	15:45	18:30	18:35	20:15	20:20
Arrive												
GLA			10:50				16:05			20:50		
COL		09:00*							19:00*			
CNS		09:00*							19:00*		20:45	
ILY				11:40			16:40				21:10	
CAL				12:05			16:15					
TRE	09:00							19:00				
SKY						13:50						
INV					13:50							

21:30 66-seat ATP
 21:30 33-seat Saab
 21:30 18-seat Jetstream
 21:30 9-seat Islander
 (21:30) by connecting flight

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

Appendix Thirteen

Parameters met or missed

Service Criteria / Route	LSI - ABZ	KOI - EDI	WIC - EDI	SYU - GLA	ILY - GLA
Sector time of 60 mins	60	70	65	65	40
Minimum 6 hours on mainland	11:10	10:50	4:05 (a)	11:05	8:20
Minimum 6 hours at Periphery	12:20	11:30 (b)	7:45	7:45	10:20
3 round-trips per day plus weekend (Mon-Fri) - (Sat) - (Sun)	5 - 4 - 2	2 - 1 - 1 (c)	2 - 1 - 1	4 - 3 - 1	3 - 2 - 1

7:45	met
4:05 (a)	marginal
2 - 1 - 1	missed

(a) 6:55 if connecting over INV

(b) flights from GLA, not from EDI

(c) plus 2 - 2 - 2 to GLA

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

Appendix Fourteen

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

Aircraft Costs

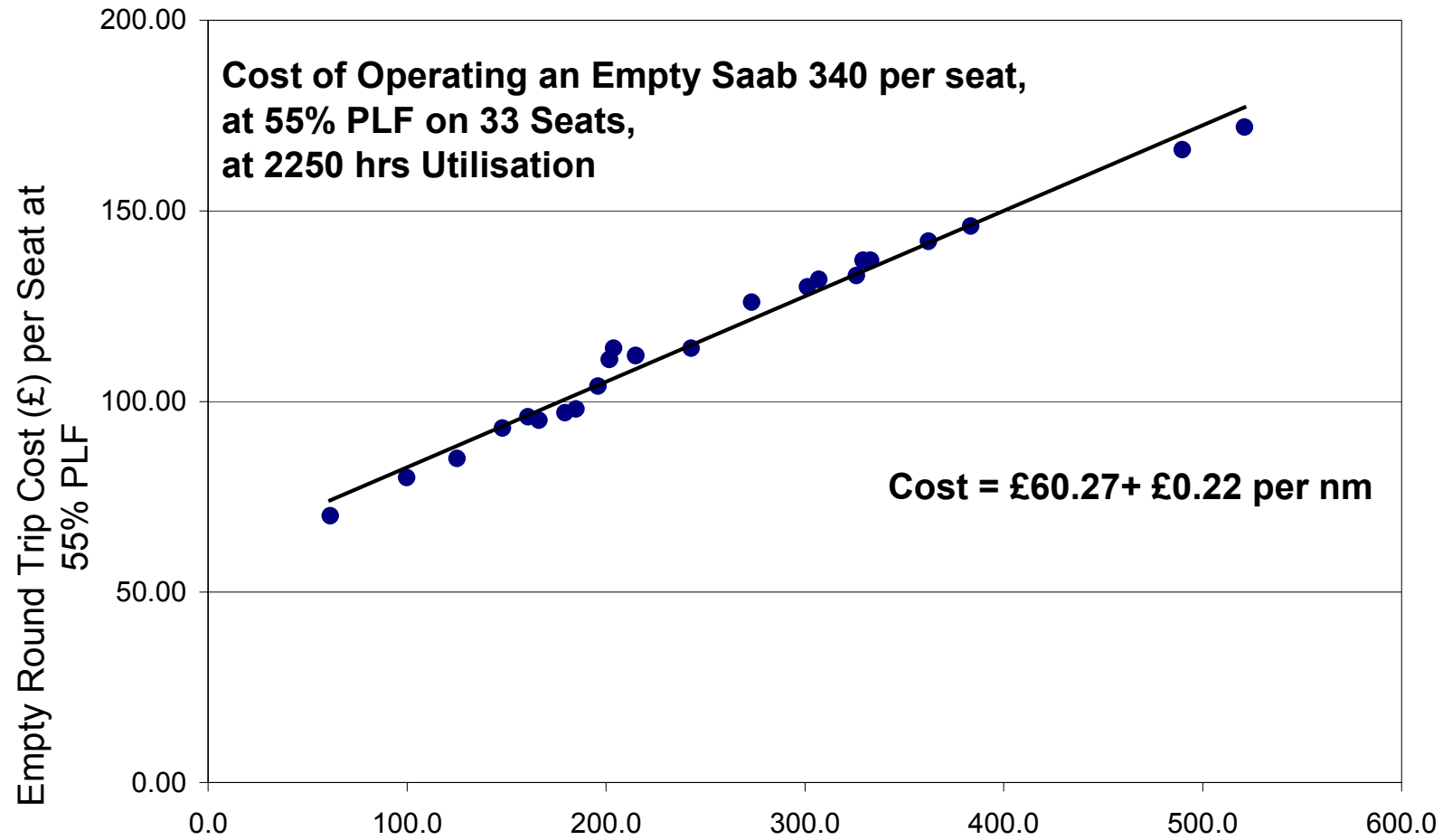
Seats

Between	and	nautical miles		aircraft	non-stop	non-stop	Hours per RT	annual hours	assumed utilisation	annual cost empty £	Seats	Seats pa	
		one way	round trip		RTs / wk	RTs / year							
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	Jetstream	12	624	1.67	1,042	2,250	862,805	18	22,464	
ABZ	KOI	107.5	215.0	Saab	19	988	1.67	1,650	2,250	2,017,126	33	65,208	
ABZ	LSI	163.0	326.0	ATP	25	1,300	2.00	2,600	2,600	4,209,344	66	171,600	
ABZ	LSI	163.0	326.0	Saab	6	312	2.00	624	2,250	754,320	33	20,592	
ABZ	SY Y	145.5	291.0	Jetstream	7	364	2.00	728	2,250	576,635	18	13,104	
ABZ	WIC	80.4	160.8	Jetstream	18	936	1.50	1,404	2,250	1,106,991	18	33,696	
EDI	INV	98.0	196.0	Saab	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	Saab	12	624	1.83	1,142	2,250	1,252,614	33	41,184	
EDI	SY Y	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	Saab	12	624	2.17	1,354	2,250	1,473,877	33	41,184	
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	ATP	7	364	1.67	608	2,600	983,240	66	48,048	
GLA	INV	100.9	201.8	Saab	19	988	1.67	1,650	2,250	1,989,077	33	65,208	
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	SY Y	153.5	307.0	ATP	18	936	2.17	2,031	2,600	2,984,271	66	123,552	
GLA	SY Y	153.5	307.0	Saab	6	312	2.17	677	2,250	746,161	33	20,592	
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	Jetstream	19	988	1.50	1,482	2,250	1,202,571	18	35,568	
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	SY Y	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	Saab	13	676	1.33	899	2,250	1,012,920	33	44,616	
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	Saab	7	364	1.00	364	2,250	459,748	33	24,024	
LSI	WIC	101.9	203.8	Saab	6	312	1.50	468	2,250	647,123	33	20,592	
OBN	TRE	48.8	97.6	Jetstream	12	624	1.00	624	2,250	538,058	18	22,464	
All routes, 2001					444	23,088	1.69	38,963	75,300	43,919,765	1,023	1,473,888	
By aircraft Type					ATP	50	2,600	2.02	5,239	2,620	8,176,855	343,200	
					Saab	252	13,104	1.74	22,848	2,285	26,889,088	864,864	
					Jetstream	142	7,384	1.47	10,876	2,175	8,853,822	265,824	

Appendix Fifteen.

Aircraft and passenger costs by distance

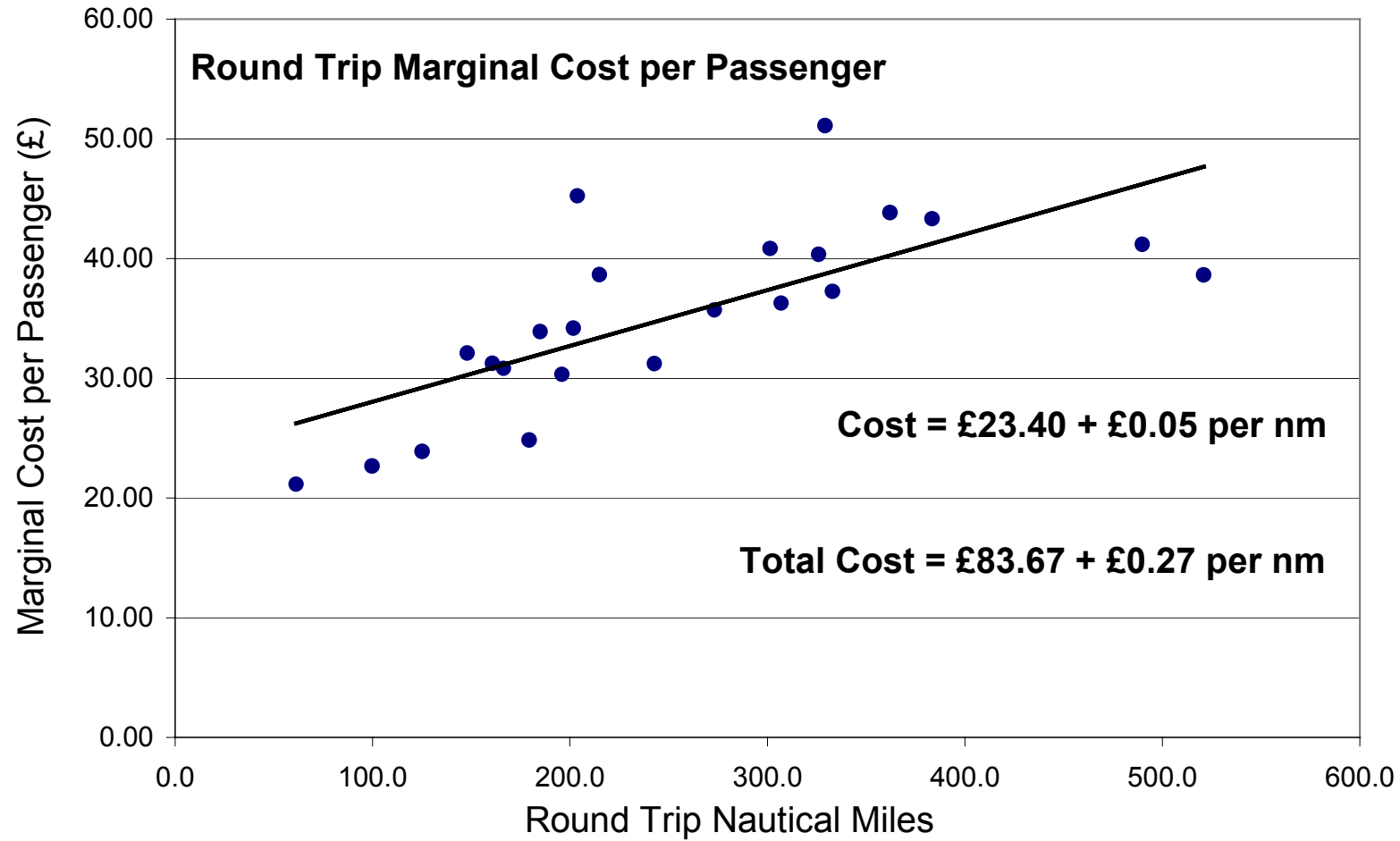
a) Aircraft costs, operating empty



Appendix Fifteen.

Aircraft and passenger costs by distance

b) Marginal costs per passenger



Appendix Sixteen

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

Passenger Numbers

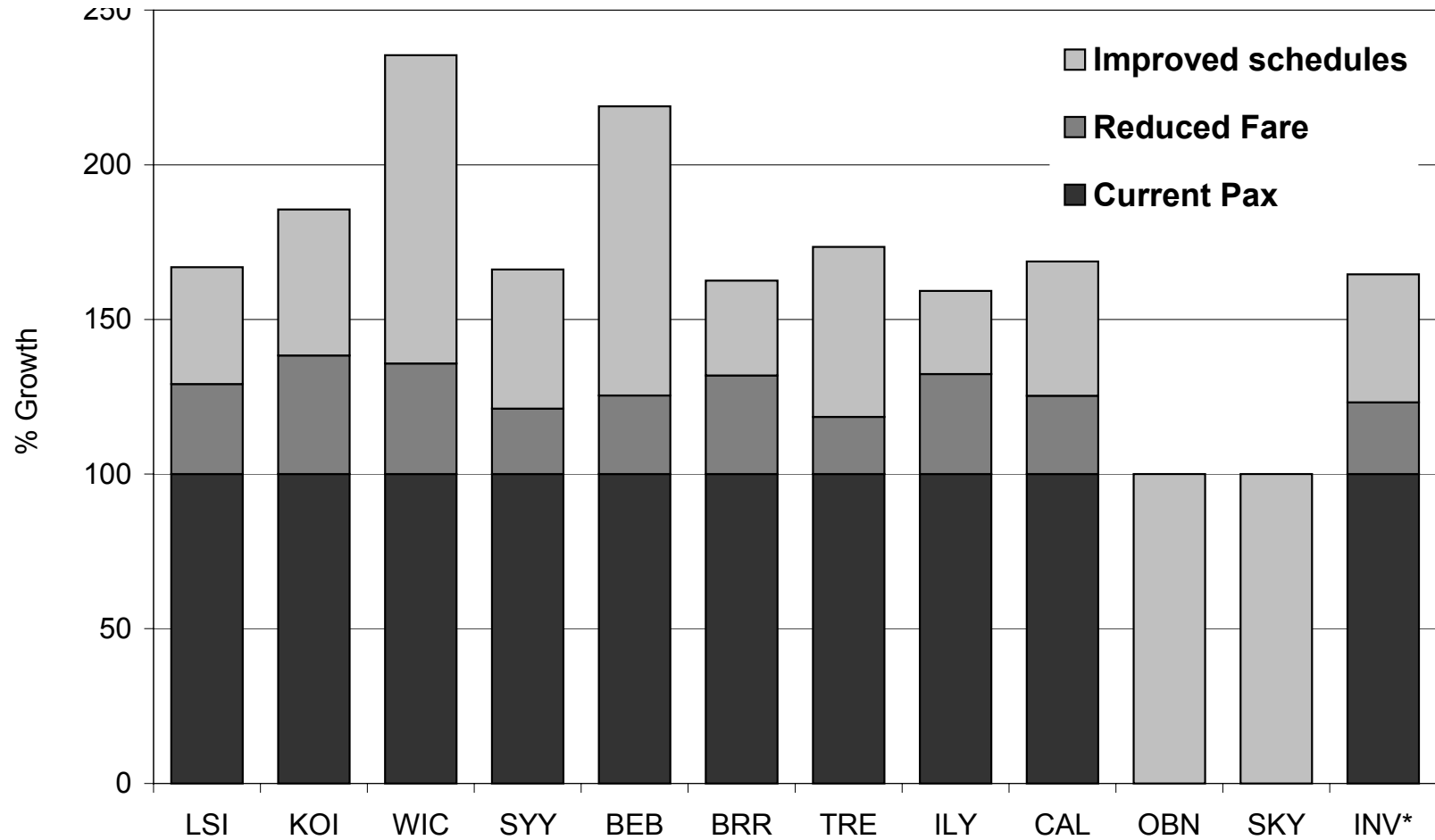
Passenger Load Factors

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		seats 2001	pax 2001	p1P% 2001	p1P% 2005	p1P% 2008
			Business 0.75	Leisure 1.25	Interline 0.65	Total		Business	Leisure	Interline	Total		non-stop	one-stop	via KOI	via INV	passengers					
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	16,860	61,628	21%	61,628			61,628		87,672	61,628	70%	78%	86%
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		192,192	103,745	54%	60%	66%
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			6,200		13,104	5,580	43%	47%	52%
ABZ	WIC	8,500	6,319	4,045	1,664	12,028	42%	8,219	5,667	2,497	16,382	36%	16,382			16,382		33,696	16,382	49%	54%	59%
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			24,127		72,072	34,976	49%	54%	59%
EDI	KOI	15,300	9,320	7,296	4,997	21,613	41%	10,720	8,027	5,748	24,494	13%	24,494			24,494		41,184	24,494	59%	66%	73%
EDI	LSI	15,300	7,174	7,877	3,517	18,567	21%	11,474	9,447	5,273	26,195	41%	22,265		3,929	26,195		41,184	22,265	54%	60%	66%
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%	13,279		2,343	15,622		22,464	13,279	59%	65%	72%
EDI	WIC	10,000	3,941	1,523	7,630	13,093	31%	7,875	1,977	9,912	19,764	51%	17,788		1,976	19,764		41,184	17,788	43%	48%	53%
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%	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		113,256	48,895	43%	48%	53%
GLA	KOI	5,300	1,752	3,258	2,373	7,383	39%	3,854	5,213	3,085	12,152	65%	10,937			12,152		48,048	25,890	54%	59%	66%
GLA	LSI	13,000	3,282	5,286	4,589	13,158	1%	5,254	6,878	7,805	19,937	52%		14,953	4,984	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		144,144	75,112	52%	58%	64%
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	+	2,000	700	300	3,000	+			3,000	3,000						
INV	BEB	0	0	0	0	0	+	4,253	3,578	0	7,832	+	7,832			7,832		20,592	14,204	69%	76%	84%
INV	KOI	9,500	7,013	4,476	1,848	13,337	40%	15,416	5,811	1,477	22,705	70%	19,299	3,406		22,705		35,568	23,064	65%	72%	79%
INV	LSI	5,600	4,598	2,260	1,108	7,967	42%	8,277	3,164	1,108	12,549	58%	3,765	5,020	3,765	12,549		24,024	19,022	79%	87%	97%
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%	21,267	17,891	863	40,021	8%	36,019		4,002	40,021		102,960	51,219	50%	55%	61%
INV	WIC	0	0	0	0	0	+	2,200	800	0	3,000	+	2,000		1,000	3,000		44,616	23,141	52%	57%	63%
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	35,095	73%	81%	89%
KOI	OBN	0	0	0	0	0	+	947	757	0	1,704	+			1,704	1,704						
KOI	SY Y	0	0	0	0	0	+	1,325	649	0	1,974	+			1,974	1,974						
KOI	WIC	2,000	1,053	636	0	1,689	-16%	1,319	639	0	1,957	16%	1,957			1,957		24,024	12,328	51%	57%	63%
LSI	BEB	0	0	0	0	0	+	437	250	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	+	2,038	998	0	3,037	+			3,037	3,037						
LSI	WIC	400	293	219	0	511	28%	2,709	2,709	0	5,418	959%	3,793	1,625		5,418		20,592	8,812	43%	47%	52%
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	0	150	+			150	150						
WIC	OBN	0	0	0	0	0	+	350	250	0	600	+			600	600						
WIC	SY Y	0	0	0	0	0	+	450	200	0	650	+			650	650						
All routes, 2001		383,900	157,449	188,701	147,469	493,619	29%	267,114	252,895	189,367	709,376	44%	618,010	30,936	5,390	55,039	709,375	1,473,888	789,341	54%	59%	66%

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

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	3.5	0.7	3.7	3.5	4.1	7.6	5.4	0.7	0.0	0.0	-
Forecast Flights per Head	8.4	6.5	1.7	6.2	7.7	6.7	13.1	8.6	1.2	0.9	1.9	-

Appendix Eighteen

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

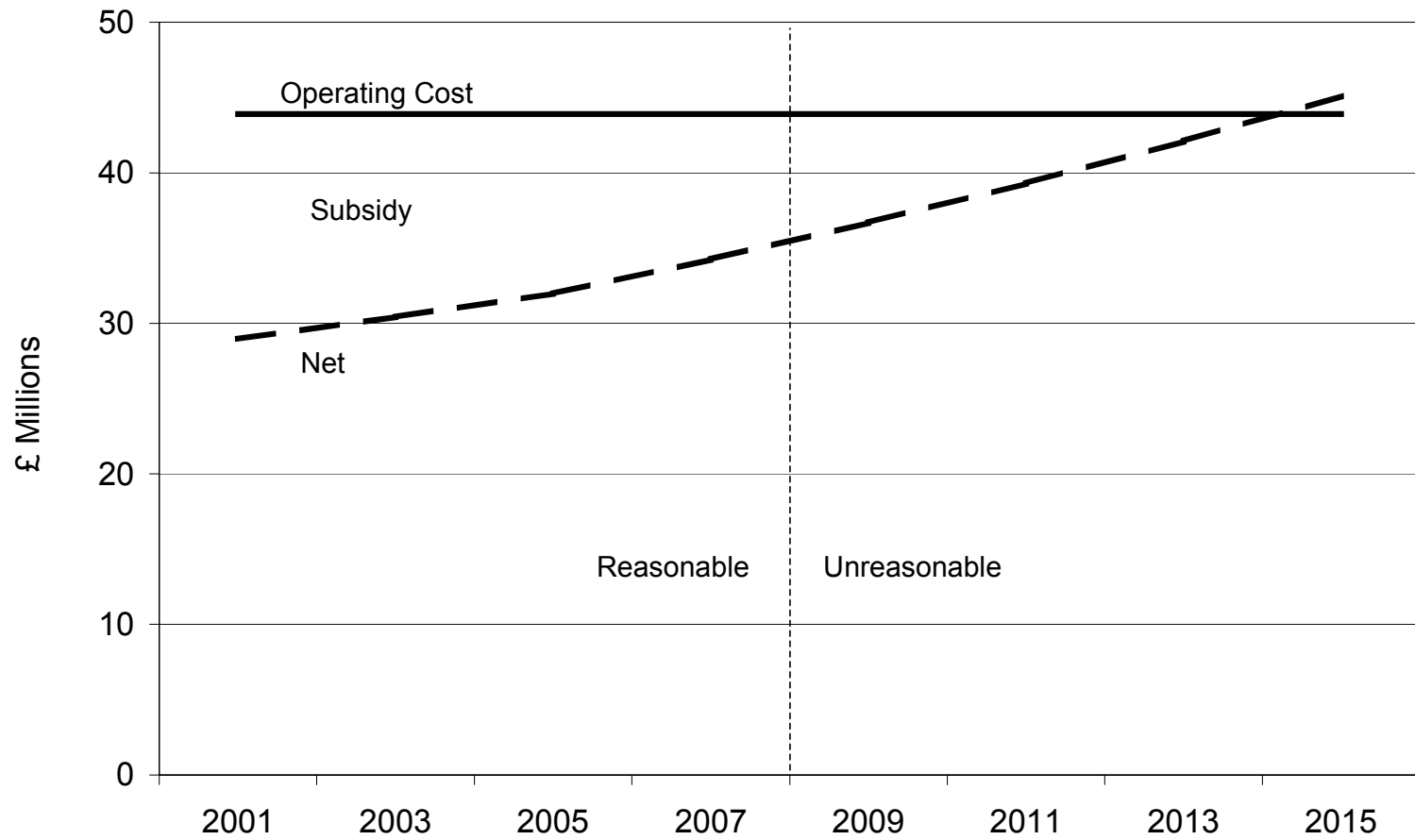
: Proposed Fares

Revenues

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	61,628	99.50	33.92	1,045,210	65.58	2,020,780	68,026	2,230,563	75,421	2,473,066
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	SY Y	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	16,382	83.24	26.83	219,765	56.41	462,054	18,083	510,022	20,049	565,470
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	24,494	143.66	36.16	442,858	107.50	1,316,573	27,037	1,453,251	29,977	1,611,245
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	SY Y	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	19,764	125.42	35.44	350,225	89.98	889,201	21,816	981,511	24,188	1,088,219
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	12,152	150.02	36.54	222,025	113.48	689,530	13,414	761,113	14,872	843,859
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	SY Y	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	3,000	131.66	35.82	53,730	95.84	143,760	3,311	158,684	3,671	175,936
INV	BEB	107.0	214.0	7,832	99.20	40.35	158,004	58.85	230,447	8,645	254,370	9,585	282,025
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	12,549	133.76	43.35	272,006	90.41	567,290	13,852	626,182	15,358	694,259
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	SY Y	83.2	166.4	40,021	84.92	28.71	574,502	56.21	1,124,792	44,176	1,241,560	48,978	1,376,540
INV	WIC	62.8	125.6	3,000	72.68	24.84	37,260	47.84	71,760	3,311	79,210	3,671	87,821
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	SY Y	116.0	232.0	1,974	104.60	42.88	42,323	61.72	60,918	2,179	67,242	2,416	74,552
KOI	WIC	30.7	61.4	1,957	53.42	21.61	21,148	31.81	31,130	2,160	34,361	2,395	38,097
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	SY Y	184.8	369.6	3,037	145.88	44.82	68,055	101.06	153,450	3,352	169,380	3,716	187,794
LSI	WIC	101.9	203.8	5,418	96.14	42.84	116,054	53.30	144,390	5,980	159,379	6,631	176,707
SY Y	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	SY Y	102.8	205.6	650	96.68	42.78	13,904	53.90	17,518	717	19,336	795	21,438
All routes				709,375	114.28	32.62	11,569,357	81.66	28,963,997	783,018	31,970,833	868,146	35,446,634

Appendix Nineteen

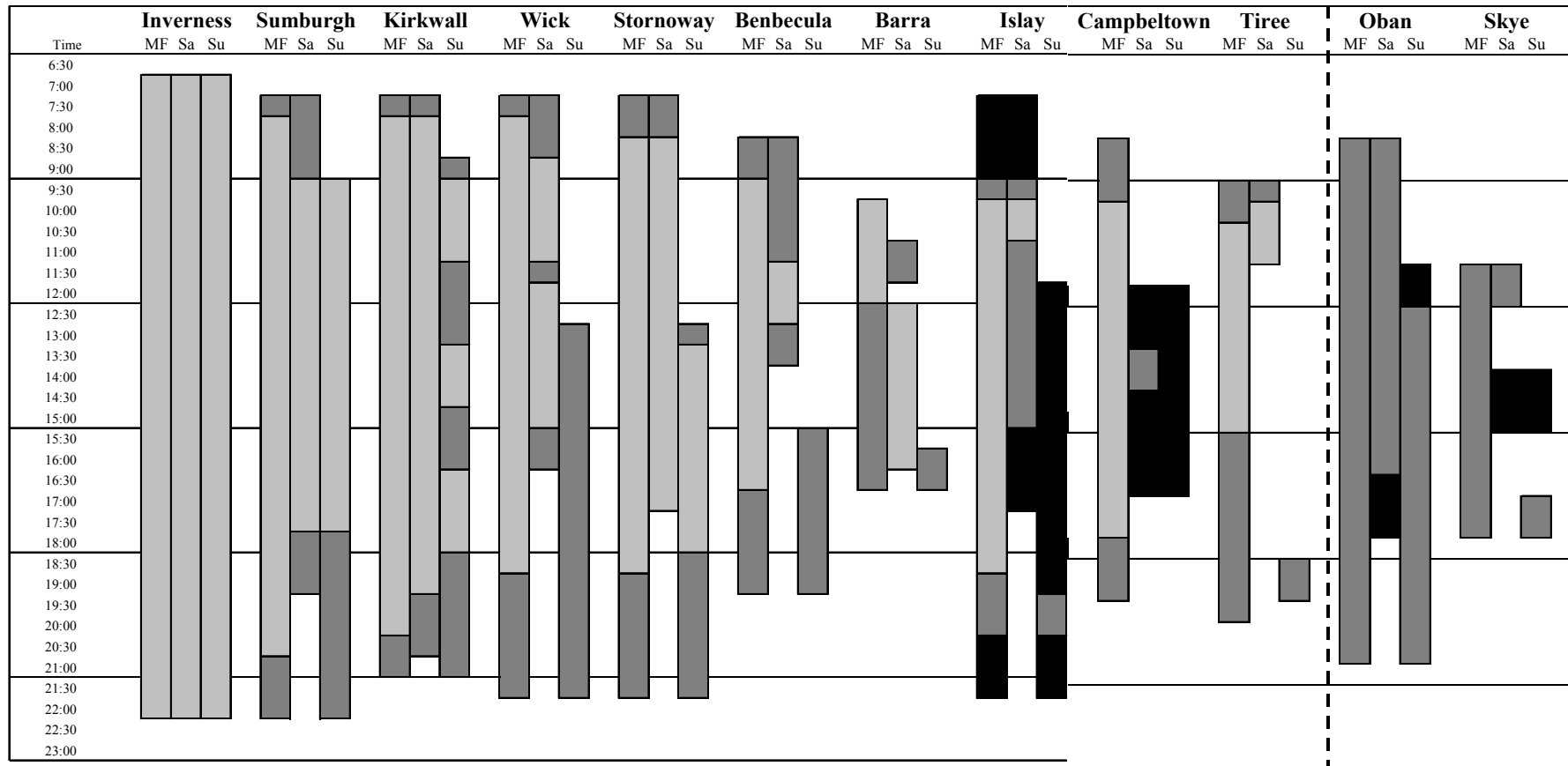
Costs, revenues, load factors and subsidies



PLF %	53.6	56.3	59.1	63.3	67.8	72.7	77.8	83.4
Operating Loss (£M)	-14.9	-13.5	-11.9	-9.7	-7.2	-4.6	-1.8	1.2

Appendix Twenty

Impact of proposed schedules on HIAL airport opening hours



214.0	82.0	79.5	61.0	66.5	39.0	16.5	46.0	40.0	26.5	0.0	0.0
0.0	18.0	16.5	29.5	25.0	25.5	24.5	21.0	16.0	29.0	79.0	34.5
0.0	0.0	0.0	0.0	0.0	0.0	0.0	21.5	9.0	0.0	2.5	3.0

671.0 Current operating hours
671.0 Sub-total HIAL

318.5 Extra hours required by revised operation
205.0 Sub-total HIAL

36.0 Extra hours for Argyll Islander
30.5 Sub-total HIAL