

## Curriculum Vitae

### About Mike Jones

Mike Jones is one of the Rail Industry's leading innovators. A recognised pioneer whose strategic thinking led to the commercialisation of the UK Rail Industry. Mike is one of the Industry's most formidable analysts, possessing a deep understanding of passenger and freight rail economics and systems. Mike remains the only person in the Industry today to create an 'open access' railway – Hull Trains, which profitably operates between Hull and London.

Mike is a founding Director of Renaissance Trains Limited and developed proposals to run inter urban passenger services under the open access regime. He is currently a Director of Hull Trains, formed specifically to run such services to and from London.

His skills and experience embrace a thorough understanding of the economic characteristics of railways and the structure of the industry following privatisation. Since 2004 Mike has been supporting a number of owning groups in bidding for rail franchises and has developed plans that have all received the highest commendations from DfT and been central to the success of some the Bids he has supported and advised upon.

Mike is a recognised expert in the areas of rail customer services, both non-board trains and at stations. He can back this up with practical experience that stems from a long-standing and highly credited industry career, culminating most recently in the establishment of the specifications for and implementations of on-board and passenger services for all customers of Hull Trains.

Mike also possesses a deep understanding of rail markets and customer needs and behaviours. He has a deep the causes of revenue loss and of the mechanisms to prevent revenue loss. These include mechanisms that are tactical, day-to-day and also strategic at a managerial level.

Following 15 years in grass roots management operating and commercial appointments in passenger and freight services Mike embarked on a distinguished career, initially in freight. In 1979 he was appointed National Marketing Manger for Speedlink in which role he was responsible for developing a national distribution network of wagon-load services including marketing strategy and wagon design specifications for both conventional and inter-modal vehicles.

In 1982 he became National Business Manager, Railfreight responsible for all trading activity associated with the movement of petroleum products by rail. He moved on in 1986 to fulfil the same responsibilities for chemicals and minerals .In both posts Mike had bottom line responsibility for these very large turnover businesses and had lead responsibility for commercial contracts with customers such as ICI, English China Clay, BP Chemicals, Shell UK and Esso. These responsibilities included reaching agreement with both customers and wagon manufacturers on the specification for the design and construction of wagons and terminals. Examples include the Murco Petroleum terminal at Westerleigh, renewal of the wagon fleet for china clay movement, and rail vehicles for carrying liquid and bulk products.

In these roles Mike was also responsible for sponsoring major investment programmes for the development of freight including the Class 60 locomotive requirement for petroleum traffics and the VGA air braked van fleet. In 1990 Mike became Senior Business Manager, Racal Telecom Ltd. (formerly BRT Ltd.) in which post he was responsible for the definition and pricing of telecom products and services provided by BR's former S&T organisation. He has

been retained by Racal Electronics plc to advise on market opportunities in the sector and to take the lead in negotiating many of their largest commercial contracts.

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Mike has detailed and comprehensive experience in the processes involved in the introduction of new rail services. He has particular experience of feasibility studies for new traffic flows and understands the processes surrounding environmental grants associated with the transfer of freight from road to rail.