

## Workshop 3. Market initiative regimes: experience and measures to improve performance

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**Rapporteur:** Dr Astrid Karl

This workshop builds upon the results of past Thredbo conference workshops that discussed the experience of regimes based on autonomous market-initiative. Autonomous market entry can either be the main institutional feature or part of a hybrid regime where market-initiative is only an option (for example in addition to a market otherwise characterised by tendering).

Central points of discussion of this workshop are: demand revelation, entrepreneurship and innovation in service provision. It is in particular interested in discussing whether measures may be needed to improve the performance of such markets; such as all kinds of regulatory arrangements and measures to reorganise market supply, knowledge, etc. This workshop is also interested in the process leading to the adoption and evolution of regulatory arrangements, and in the conditions that can contribute to better performances.

Important remarks:

- Competitive tendering (or other forms of contracting-out) does *not* constitute a topic that will be covered in this workshop. This will be discussed in another workshop.
- The workshop covers collective modes of transport (bus, coach or rail) in local, regional and long-distance markets. Demand-responsive and taxi-like services are covered by another workshop.

The call-for-paper for this workshop asked for studies on both good and bad practices, on legislation and regulation or local action by transport authorities. Authors were encouraged to develop papers on theoretical issues and optimal regulatory requirements (what regulatory features are needed to optimise the functioning of such markets?), papers that discuss the evolution of a regulatory environment (what leads to new legislation, such as the new Buses Act in Britain, and to its specific contents?), papers on the circumstances that favour better performance at the local level (what determines the uptake of regulatory possibilities by the local authorities?), papers that realise case studies (what type of innovation and entrepreneurship can be witnessed at that level?), papers that monitor and evaluate schemes where measures have been taken to promote network effects within a deregulated regime (cases of service coordination and the integration of fares, ticketing and information), etc. Suggested cases included quality partnerships in Great Britain, recently cases of coach deregulation (Germany, France, Italy, etc.), on-the-track rail competition (Sweden, Italy and Austria), and other markets where market-initiated regimes play a role, such as in Central and Eastern Europe. Long-term conclusions and retrospective analyses from mature markets (Great Britain, New Zealand) were also welcomed.

This call-for-paper resulted into 16 paper discussing various aspects of the market initiative regimes in the bus sector (5 papers), in the coach sector (5 papers) and in the railway sector (6 papers). We will start the workshop with a brief summary of the main findings of the previous workshops in this series. We will then present the 16 papers mode by mode and finish each section by a general discussion on the lessons learned and remaining questions. We will then move on to drawing intermodal lessons before elaborating further on the main topics of the workshop in order to come to a general conclusion and to policy recommendations.

## Workshop 3. Plan

The presenting author is shown in underlined font. The number in square brackets [0] refers to the number of the electronic paper file.

\*Author assigned to another workshop, attending this session only.

Monday 14 August		
<b>Workshop session I</b>		<b>Introduction to the workshop / BUSES</b>
13:30	Presentations	Presentation of participants
13:50	Introduction	Workshop background, content and formula
14:40	<u>Peter White</u>	Prospects in Britain in the light of the Bus Services Act 2017 [28]
15:00 <i>Afternoon tea</i>		
<b>Workshop session II</b>		<b>BUSES</b>
15:30	<u>John Godfrey</u> and John Taylor	The role of bus partnerships [186]
15:50	<u>Astrid Karl</u>	Commercial services in German local public transport [94]
16:10	* <u>Anna Grönlund</u>	The Swedish open market for bus and coach services develops (too) slowly [164]
16:30	<u>David Emerson</u> , Corinne Mulley and Michiel Bliemer	A computer experiment to examine network development in two different business regimes of public transport [6]
16:50 <i>Short break</i>		
<b>Workshop session III</b>		<b>BUSES</b>
17:00	Discussion	Buses: lessons learned, questions
18:00 <i>Close</i>		
Tuesday 15 August		
<b>Workshop session IV</b>		<b>COACHES</b>
09:00	Alexander Eisenkopf, Christian Burgdorf and <u>Andreas Knorr</u>	User acceptance of long-distance bus services in Germany [31]
09:20	<u>Cornelia Gremm</u>	Effects of the German intercity bus market deregulation on regional railway services [61]
09:40	<u>Paolo Beria</u> , Dario Nistri and Antonio Laurino	Intercity coach liberalisation in Italy: fares determinants in an evolving market [106]
10:00	Yves Crozet and <u>Laurent Guihéry</u>	Developments of new coach services in France: "Much Ado about Nothing?" [136]
10:30 <i>Morning tea</i>		
<b>Workshop session V</b>		<b>COACHES</b>
11:00	<u>Jonas Frölicher</u> , <u>Widar von Arx</u> and <u>Matthias Mahrer</u>	An analysis of long distance cross-border coach services in Switzerland: an overview and a case study [120]
11:20	Discussion	Coaches: lessons learned, questions
12:30 <i>Lunch</i>		
<b>Workshop session VI</b>		<b>RAIL</b>
13:30	<u>Andreas Vigen</u>	Competition in Swedish passenger railway: entry in an open-access market and its effect on price [116]

13:50	<u>Christian Desmaris</u> and Fabio Croccolo	The HSR competition in Italy: how are the regulatory design and practices concerned? [32]
14:10	<u>Emanuel Broman</u> and Jonas Eliasson	Welfare effects of open-access competition on railway markets [64]
14:30	<u>Widar von Arx</u> , Simon Maarfield, Vu Thi Thao, Philipp Wegelin and Jonas Frölicher	An analysis of international passenger train services development from and to Switzerland from 2007 to 2016 [79]
15:00	<i>Afternoon tea</i>	
<b>Workshop session VII</b>		
15:30	<u>Yeon-Jung Song</u> and Kenichi Shoji	Business strategies of private railway operators and regulatory change: lessons from the case of Japanese major railway companies [140]
15:50	<u>Lisa Feuerstein</u> , Torsten Busacker and Jingjing Xu	Factors influencing open access competition in the European long-distance passenger rail market – a Delphi study [59]
16:10	Discussion	Rail: lessons learned, questions
16:50	<i>Short break</i>	
<b>Workshop session VIII</b>		
17:00	Discussion	Rail: lessons learned, questions (continued)
17:20	Discussion	General findings: <ul style="list-style-type: none"> <li>• Intermodal lessons</li> <li>• Points to be discussed Wednesday</li> </ul>
18:00	<i>Close</i>	
<b>Wednesday 16 August</b>		
<b>Workshop session IX</b>		
09:00	Discussion	General discussion: <ul style="list-style-type: none"> <li>• Innovation and entrepreneurship</li> <li>• Changing environment (demand and supply)</li> <li>• Regulatory uptake: skills, information and incentives</li> <li>• Regulatory evolution and path dependency</li> <li>• Regulatory regimes and combinations</li> <li>• Conditions for success</li> </ul>
10:30	<i>Morning tea</i>	
<b>Workshop session X</b>		
11:00	Conclusion	Workshop conclusions Policy prescriptions
12:30	<i>Lunch (end of workshop sessions)</i>	