

# Demand Forecasting 1 & 2

## TEST ANSWERS

Prof Graham Currie  
Public Transport Research Group  
Monash Institute of Transport Studies  
Monash University



# Now I would like you to make a forecast based on the information below

Existing Situation  
(Base Case)  
Where you start from

Future Situation  
(Project Case)  
Where you might be heading

1.  
**Understand  
Base  
Case**

2.  
**Understand  
Project Case**

3.  
**Ma  
Fo**

Base Case

-300 pax/hr  
-2 trains per hour  
= 150 pax/train

Option

-3 trains /hr i.e. +1 train  
-Assume an extra 150 pax

Demand

- 300 passengers per hour
- 30 minute headway
- 20 minute journey time

Supply

- ?
- 20 minute headway
- 20 minute journey time

**EXAMPLE**

**Example : The Transit Authority is introducing two extra tram trips per hour on a half hour service within the inner city – what share will the possible sources of demand have in the use of these services**

**Travel Behaviour Change Affecting Public Transport**

Source of Demand	Key Points	Source of Demand
Generation (New Trips)	<ul style="list-style-type: none"> <li>• New travel not currently made</li> <li>• E.g. entertainment travel (Off Peak)</li> <li>• Not Work Travel (Peak)</li> <li>• Includes induced demand</li> </ul>	9%
Diversion	<ul style="list-style-type: none"> <li>• Existing Public Transport Users using new service rather than existing service</li> <li>• Needs to be spatially adjacent</li> <li>• Needs to be more attractive than existing</li> </ul>	70%
Mode Shift	<ul style="list-style-type: none"> <li>• Stop using car and use bus (very important to differentiate car drivers from car pax)</li> <li>• Go from walking to using the tram</li> </ul>	20%
Redistribution	<ul style="list-style-type: none"> <li>• People change where they live and work</li> <li>• Very long term affect</li> </ul>	1%

**Growth = 30%**

Example : The Transit Authority is introducing a new cross corridor railway in the suburbs connecting two regional shopping centres – what share will the possible sources of demand have in the use of the service

Travel Behaviour Change Affecting Public Transport

Source of Demand	Key Points	Source of Demand
Generation (New Trips)	<ul style="list-style-type: none"><li>• New travel not currently made</li><li>• E.g. entertainment travel (Off Peak)</li><li>• Not Work Travel (Peak)</li><li>• Includes induced demand</li></ul>	20%
Diversion	<ul style="list-style-type: none"><li>• Existing Public Transport Users using new service rather than existing service</li><li>• Needs to be spatially adjacent</li><li>• Needs to be more attractive than existing</li></ul>	54%
Mode Shift	<ul style="list-style-type: none"><li>• Stop using car and use bus (very important to differentiate car drivers from car pax)</li><li>• Go from walking to using the tram</li></ul>	25%
Redistribution	<ul style="list-style-type: none"><li>• People change where they live and work</li><li>• Very long term affect</li></ul>	1%

Growth = 46%

# Analytical Problem – Forecasting Future Changes in Demand using the Willis model

## PROBLEM

Research Question: What is the usage of public transport going to be in 2020?

Raw Data:

Existing Population = 1.0M

2020 Population = 1.2M

Existing PT Trips p.a = 60M

	Change in Variable to 2020	Quantified Elasticity of Demand	Explained Change in Demand Caused by Variable
Fare Increases	0%	-0.25	0
Change in Average Wages	2%	1.10	+2.2%
Change in Real Car Fuel Costs	5%	0.44	+2.2%
Change in Public Transport Service Levels	5%	0.81	+4.05%
Change in Car Ownership	4%	-2.94	-11.76%
Change in Unemployment	-3%	0.01	-0.03%

Total -3.34%

## SOLUTION

### 1. Population Impact

#### Base

- 60M pt trips p.a.
- Population = 1.0M
- Trips per capita = 60

#### Option

- Population 1.2M
- At 60 trips per capita total trips = 72M

### 2. Other Impacts

- Net Impact -3.34%
- 72M trips -3.34% = 69.6M (+9.6M /16%)

# SOME WORKING EXAMPLE TESTS - BENCHMARKING

## Working Example No. 1

### PROBLEM

Proposal: A bus operator wants to know how many passengers he is likely to get if he adds an extra trip each hour to route 101

Existing Service Raw Data:

Time Period	Headway <sup>1</sup>	Demand
A.M. Peak (2 Hour)	20min	480
Off Peak (5 Hour)	30min	400

**Route Length = 10kms**

*Note: <sup>1</sup>Headway is the same in both directions*

### SOLUTION

#### Base Peak

- Peak 3 trips/hr x 2 hours x 2 directions = 12 trips
- At 10 kms route length = 12 trips x 10 kms = 120 vkms
- 480 pax at 120 vkms = **4.0 vkms per hour (BVK)**

#### Base Off Peak

- Peak 2 trips/hr x 5 hours x 2 directions = 20 trips
- At 10 kms route length = 20 trips x 10 kms = 200 vkms
- 400 pax at 200vkms = **2.0 vkms per hour (BVK)**

#### Forecast

- Peak = +1 trip/hr \* 2 hours \* 2 directions \* 10 kms = +40 kms  
At 4.0 BVK +40 peak vkms = **+160 pax**
- Off Peak = +1 trip/hr \* 5 hours \* 2 directions \* 10 kms = +100 kms  
At 2.0 BVK +100 opk vkms = **+200 pax**  
**TOTAL 360 PAX**

# SOME WORKING EXAMPLE TESTS - BENCHMARKING

## Working Example No. 2

### PROBLEM

**Proposal:** A tram operator wants to add some extra service to route 666 which operates in the outer suburbs. They can afford to add two tram trips to the route for four hours on a Sunday.

**Existing Service Raw Data:**

**Route Length = 8kms**

**Route Round Trip Time (including layover)  
= 60mins**

**No other data is available**

### SOLUTION

#### **Base**

- Say BVK = 2.0 passengers/vkm (BVK)

#### **Base Off Peak**

- Peak 2 trips/hr x 5 hours x 2 directions = 20 trips
- At 8 kms route length = 20 trips x 8 kms = 160 vkms
- 160vkms @ 2 BVK = 320 boardings

#### **Forecast**

- 4 hours \* 2 directions \* 8 kms \* 2 = +128kms  
At 2.0 BVK +128 vkms = **+256 pax**

# Some simple working examples show how they may be applied

## PROBLEM

Proposal: Fares are to be increased by 10%

**WHAT WILL HAPPEN  
TO REVENUE?** 

Proposal: **Tram** Services Levels are to be cut from 1.0M  
Vkms p.a. to 0.8M vkms p.a.

Proposal: **Bus** Running Times are to increase as a result of  
traffic growth. It is expected that running time will,  
increase by 10%.

## SOLUTION

- $E = -0.3$
- $\text{Change in Demand} = E * \text{Change in Fare}$
- $\%D = -0.3 * +10\%$
- $\%D = -3\%$

Fare Increase (+10%)

- Patronage is 97% original size
  - Fare charged is 1.1 original value
  - $0.97 * 1.1 = 1.067$
- i.e. revenue increases by 6.7%

Fare Decrease (-10%)

- Patronage is 1.03 original size (+3%)
  - Fare charged is 0.9 original value
  - $1.03 * 0.9 = 0.927$
- i.e. revenue decreases by 7.3%



# SOME WORKING EXAMPLE TESTS - ELASTICITIES

## Working Example No. 1

### PROBLEM

Proposal: **A fare increase of 20% has been called for peak (white collar) passengers. What will the demand and revenue implications be.**

Existing Service Raw Data:

**Total demand is 200M boardings p.a.**

**Current average peak fare per boarding is \$1.20**

### SOLUTION

$$\text{Change D} = \text{Change C} * \text{E}$$

$$= +20\% * -0.2$$

$$= -4\%$$

$$200\text{M} * 0.96 = 192\text{M} (-8\text{M})$$

$$\text{Base Revenue} = 200\text{M} * \$1.20 = \$240\text{M}$$

$$\text{Option Revenue} = 192\text{M} * (\$1.20 * 1.2)$$

$$= 192\text{M} * \$1.44$$

$$= \$276.48\text{M} (+\$36.48\text{M})$$

# SOME WORKING EXAMPLE TESTS - ELASTICITIES

## Working Example No. 2

### PROBLEM

**Proposal:** The tram operator has had a vehicle returned to service after a road accident. They can deploy it on either route 777 or route 999. They want to deploy it where demand impacts will be greatest. Which route should they put it on?

**Existing Service Raw Data:**

**Route 777:**

**Current dedicated fleet = 4 trams/hr**

**Base demand is 4M p.a.**

**Route 999:**

**Current dedicated fleet = 10 trams/hr**

**Base demand is 30M p.a.**

### SOLUTION

**Headway (Trams/hr)**

**Base Project**

Rte 777	4	5	+1 or +25%
Rte 999	10	11	+1 or +10%

**E = +0.35 (service level elasticity)**

**Change D = Change C \* E**

**Route 777 = +25% \* +0.35 = +8.75% \* 4M = +0.35M**

**Route 999 = +10% \* +0.35 = +3.5% \* 30M = +1.05M**

# SOME WORKING EXAMPLE TESTS - ELASTICITIES

## Working Example No. 3

### PROBLEM

**Proposal:** The Government has been forced to increase fares by 20%. As recompense, at the cost of \$4M, the operator has been allowed to increase service levels by 10%. Does this make economic sense?

**Existing Service Raw Data:**

**Total demand is 30M boardings p.a.**

**Current average fare per boarding is \$1.00**

### SOLUTION

#### Fare Change Impacts

$$\begin{aligned}\text{Change D} &= \text{Change C} \times -0.3 \\ &= +20\% \times -0.3 = -6\% \text{ (or -1.8M)} \\ \text{Base Revenue} &= 30\text{M} \times \$1.00 = \$30\text{M} \\ \text{Option Rev} &= (30-6\%) \times \$1.20 \\ &= 28.2 \times \$1.20 = \$33.84\text{M (+\$3.84M)}\end{aligned}$$

#### Service Change Impacts

$$\begin{aligned}\text{Change D} &= \text{Change C} \times +0.35 \\ &= +10\% \times +0.35 = +3.5\% \text{ (or +0.987M)} \\ \text{Revenue Increase} &= 0.987\text{M} \times \$1.20 \\ &= \$1.1844\text{M} \\ \text{Cost of Measure} &= \$4\text{M} \\ \text{Net Service Change Cost} &= \$2.8156\text{M} \\ \text{OVERAL NET COST} &= -\$2.8156\text{M} + +\$3.84\text{m} \\ &= -1.02\text{M} \\ \text{OVERALL MARKET} &= -1.8\text{M} + +0.987\text{M} \\ &= -0.813\text{M}\end{aligned}$$

# A real world example: Should we run a shuttle train from Richmond Station to a new Station at the MCG during the footy?

## Shuttle Train from Richmond Station

	Actual Time (mins)	Perceptual Weightings	Perceived Time (mins)
Access Walk	2 Mins	2.0	4.0
Expected Wait	4 Mins	2.0	8.0
Transfer Time <sup>1</sup>		5 min transfer penalty	5m
In-Vehicle Travel	2 Mins	1.0	2m
Egress Walk	3 Mins	2.0	6m

Total 25 Mins

Total Generalised Cost (\$10/hr 0.1667/min) \$ 4.17

## Direct Walk

Actual Time (mins)	Perceptual Weightings	Perceived Time (mins)
10 Mins	2.0	20m

Total 20 Mins

Total Generalised Cost \$ 3.334

Note: <sup>1</sup>Includes transfer penalty only

# SOME WORKING EXAMPLE TESTS – TGC Soft Variables

## Working Example No. 1 Av. Existing Rail Traveller

	Actual Time (mins)	Perceptual Weightings	Perceived Time (mins)
Access Walk	5 Mins	2.0	10m
Expected Wait	5 Mins	2.0	10m
In-Vehicle Travel	50 Mins	1.0	50m
Egress Walk	3 Mins	2.0	6m
	Total		76 Mins
Fare			\$2.50
Total Generalised Cost (at \$10/hr \$0.1667/min)			\$15.1692

### Research Question

- 5.6 Million passengers use Uglyville station each year
- Uglyville is appropriately named because it's a very dirty station
- The transit authority are thinking of spending \$80,000 p.a. on a cleaning contractor to ensure the station is clear at all times
- What would the demand impact of this be?
- Is it a financially sensible thing to do?

Value of amenity benefit -0.4 In Vehicle Minutes  
 At VOT = \$0.1667/min this is worth \$0.07  
 \$0.07 is a 0.005% decline in total generalised cost  
 TGC Elasticity is -1.0  
 $\text{Change D} = \text{Change Cost} * E$   
 $= -0.005\% * -1.0$   
 $= +0.005\% = 0.028\text{M or } 28,000 \text{ p.a.}$   
 Change Revenue =  $28,000 * \$2.50 = +\$70,000 \text{ p.a.}$   
 i.a., a net \$10,000 shortfall p.a.