



Key Findings:

- Results from a survey of freight shipping companies indicate support for the concept of dedicated truck lanes.
- Shipping companies indicated that a majority would be willing to help pay for improvements if dedicated truck lanes result in cost savings and greater shipping efficiencies.

Shipping Industry Support of Dedicated Truck Lanes

Interviews were conducted with thirty private sector shippers to determine the perceived performance and operational impacts of dedicated truck lanes on the I-70 corridor. Participating companies were from diverse business sectors, including retail, construction, food services and automotive, with almost half of the respondents Fortune 1000 companies.

Freight shipping executives and managers were asked their opinion regarding the desirability of dedicated truck lanes and their potential benefits and drawbacks. Respondents identified six key benefits:

| SHIPPER PERCEPTION OF VALUE OF DEDICATED TRUCK LANES | |
|--|---------|
| Shipper Perceived Values | Percent |
| Productivity | 74.2% |
| Safety | 74.2% |
| Reduced Cost | 61.3% |
| Service | 54.8% |
| Intermodal | 9.7% |
| Driver Interest | 6.5% |

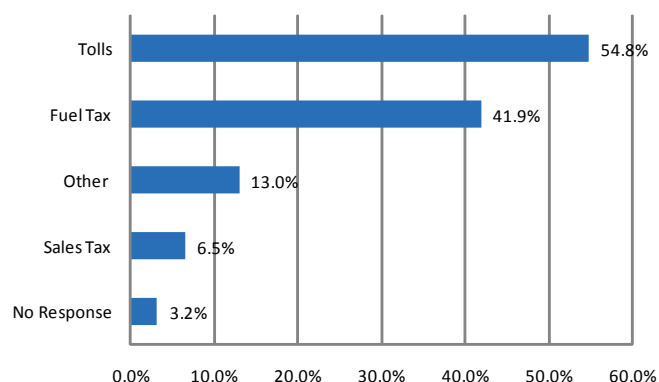
The majority of shippers interviewed favored the concept of dedicated truck lanes. Of those responding unfavorably to the idea, two-thirds cited the high cost as the reason. More than half indicated that dedicated truck lanes could reduce costs to their business and 54 percent expected improved safety.

To fully take advantage of dedicated truck lanes, shippers indicated that the ability to carry heavier or longer loads would be a critical element. With those changes would come initial, additional capital costs for shipping companies. Those investments, and the cost of constructing dedicated truck lanes would mean that freight companies would have to see (1) an increase in productivity and (2) reduced operational costs via increased size and weight limits, and (3) faster and more consistent transit time.

Interview participants shared a concern about the potential costs of building dedicated truck lanes.

However, in contrast to the motor carrier industry, shippers preferred a fuel tax or tolls to help pay for the lanes.

SHIPPER FUNDING PREFERENCES



Key Findings and Dedicated Truck Lanes

Shipping industry support of dedicated truck lanes plays an important role in determining the feasibility of separating trucks and other vehicles on I-70. Their interest in using the lanes shows that the concept of dedicated truck lanes has value to the private sector.

Private sector support for alternative funding sources, depends on dedicated truck lanes providing real value for shippers, including a demonstration of financial advantages in terms of productivity, cost reduction and faster or more consistent transit time. Dedicated truck lanes could allow longer or heavier loads, providing greater efficiencies to shippers. To fully maximize benefits to shippers, dedicated truck lanes will also need to address congestion in urban areas.

This document summarizes one of 12 technical appendices prepared for the first phase (of two) for the I-70 Dedicated Truck Lane Feasibility Study. The study is part of the U.S. Department of Transportation's Corridors of the Future Program, which provided matching funds to Indiana, Missouri, Ohio and Illinois DOTs to evaluate the business case (need, cost, risk, financing and practicality) for dedicated truck lanes on I-70. The 800-mile study area includes I-70 from just east of Kansas City, Missouri, east through Illinois and Indiana to Ohio's eastern state line.