### "TRAVEL MOTIVATIONS OF TRAVELERS BY TRAIN"

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TTRA SOUTH CENTRAL STATES CHAPTER CONFERENCE, 2003

### RESEARCH SITE & SAMPLING PROCEDURES

- AMTRAK THE CRESCENT: HATTIESBURG-ATLANTA-HATTIESBURG
- INTERCEPT
- U.S. CITIZENS; 18 YEARS OLD AND OLDER
- A TOTAL OF 189 SURVEYED
- A TOTAL OF 179 SURVEYS ANALYZED

#### RESPONDENTS' PROFILE

- GENDER
- MALE: 37.4%; FEMALE: 59.2%

- ETHNIC BACKGROUND
- AFRICAN-AMERICAN: 26.3%
- ASIAN-AMERICAN: 1.1%
- CAUCASIAN: 52.0%
- HISPANIC: 2.2%
- NATIVE AMERICAN: .6%

#### RESPONDENTS' PROFILE

MARITAL STATUS

• MARRIED: 39.7%

• SINGLE: 33.0%

• DIVORCED: 11.7%

• WITH A PARTNER: 6.1%

• WIDOW/ED: 4.5%

• OTHER: 1.1%

#### RESPONDENTS' PROFILE

• HIGHEST EDUCATIONAL DEGREE/CLASS

•	HIGH SCHOOL	39.1%

<ul> <li>UNDERGRADUATE</li> </ul>	29.6%
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•	MAST	FRS	7.8%
			1.0/0

•	Ph.D.	4	.5
		•	

•	ASSOCIATE	1.2%
		· · · · / ·

### HOUSEHOLD INCOME

\$30,000	22.9%
• \$30,000 - \$40,000	16.2%
• \$41,000 - \$50,000	11.2%
• \$51,000 - \$60,000	6.1%
• \$61,000 - \$75,000	11.2%
<ul><li>&gt;\$75,000</li></ul>	21.2%

#### AGE GROUP

•	18	<b>- 22</b>	7.9%
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#### LOCATION BOARDED FROM

• LA 30.7%

• AL 16.2%

• NY 7.3%

• NC 4%

PA/MA 1.7%

• GA 17.9%

• MS 10.6%

• SC 5.2%

• DC 3.9%

MI/VA .6%

#### FINAL DESTINATION

• LA 27.9%

• GA 16.8%

• NY 3.9%

• SC/NJ 2.9%

• DC 2.2%

• NC 1.2%

BC/PA .6%

• AL 21.8%

• MS 10.1%

• CA 3.4%

• CT 2.3%

• VA 1.7%

• DE 1.1%

#### RESIDENCE

- AL 22.1%
- GA 13.5%
- NY 7.3%
- VA 4.1%
- CT 2.3%
- MA/PA 1.7%
- DC/WA 1.1%

- LA 16.1%
- MS 11.9%
- SC 4.7%
- NC 3.5%
- TX 1.8%
- NJ/TN 1.2%
- CA/OR .6%

#### PURPOSE OF TRIP

• LEISURE 30.2%

• BUSINESS 12.3%

• FRIENDS/RELATIVES 46.9%

• OTHER 2.2%

#### TIMES TAKEN AMTRAK

(INCLUDING THIS TRIP)

- ONCE 35.8%
- THREE 8.9%
- FIVE 6.7%

- TWICE 19.6%
- FOUR 6.7%
- SIX + 22.3%

# DESTINATIONS VISITED ON AMTRAK

(INCLUDING THIS TRIP)

•	ΙΔ	37%
		UZ /U

_ 1	GA	20	20/
•	GA	ZU	.2%

•	NY	12.3%	

### NUMBER OF LEISURE TRIPS TAKEN

(IN THE LAST 24 MONTHS)

- > FIVE 17.9%
- FOUR 10.1%
- TWO 15.1%

- FIVE 5.6%
- THREE 18.4%
- ONE 21.2%

### NUMBER OF BUSINESS TRIPS TAKEN

(IN THE LAST 24 MONTHS)

- > FIVE 7.8%
- FOUR 3.9%
- TWO 11.2%

- FIVE 1.7%
- THREE 6.1%
- ONE 21.8%

### PREFERRED DOMESTIC LEISURE DESTINATIONS

		DEOTIN		
•	FL	45.8%	•	CA
•	LA/NY	20.7%	•	GA
•	TX	14.2%	•	TN
•	SC	11.9%	•	NC
•	AL	9.9%	•	NV
•	СО	6.9%	•	DC
•	MA	6.2%	•	MS
•	NJ	4%	•	VA
•	ОН	2.9%	•	AZ/
•	IL/WA	2.3%	•	AR
•	HI;MI;OR	1.2%	•	CT;
•	ME:MN:MO:NM	.6%	•	RI

۱ ۱	IION3	
•	CA	22.7%
•	GA	19.3%
•	TN	12.6%
•	NC	10.5%
•	NV	9.5%
•	DC	6.8%
•	MS	4.8%
•	VA	3.6%
•	AZ/PA	2.4%
•	AR	1.8%
•	CT; DE; IN; KY	.6%
	DI	<b>6</b> 0/

#### • **EXCITEMENT**

<b>VERY I</b>	MPORTANT	25.1%

<b>IMPORTAN</b>	Γ 3	0.2%
	•	

NOT IMPORTANT 8	8.9%
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#### RELAX

<b>VERY I</b>	MPORTANT	30.2%

<b>IMPORTAN</b>	T	30.2%
	<u>-</u>	

NOT IMPORTANT 8.4	4%	<b>)</b>
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#### EDUCATIONAL

<b>VERY IN</b>	MPORTANT '	16.8%
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IMPORTANT	31.8%
	011070

NOT IMPORTANT 8.4	4%	<b>)</b>
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#### INTERPERSONAL

VERY IMPORTANT	45.8%
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IMPORTANT 21.8%
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NOT	IMPORTANT	3.4%

#### NATURE

<b>VERY IN</b>	MPORTANT '	16.8%
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	IMPORTANT	28.5%
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SOMEWHAT	IMP	20.7%
		<b></b>

NOT IMPORTANT 11.2%	NOT IMPORTANT	11.2%
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#### CULTURE

<b>VERY IMPO</b>	ORTANT	21.8	3%	)
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<b>IMPORTANT</b>	29.1	%
		_

NOT	IMPORTANT	7.8%

#### SHOPPING

VERY IMPORTANT	16.8%
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<b>IMPORTAN</b>	Τ	20	.19	0/0

#### RECREATION

VERY	IMPORTANT	7.3%

<b>IMPORTANT</b>	<sup>-</sup> 17	.3%
	• • • • • • • • • • • • • • • • • • •	

NOT IMPORTANT	16.2%
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## WOULD YOU TAKE AMTRAK AGAIN?

• YES 87.7%

• NO 2.8%

• UNCERTAIN 8.9%

### WHAT MADE YOU DECIDE TO TAKE AMTRAK?

- ADVENTURE
- AIRLINE HASSLE
- ALWAYS TAKE THE TRAIN
- A GIFT
- CHANGE OF PACE
- CHII DREN
- COMFORT
- CONVENIENCE
- COST\*
- DID NOT WANT TO DRIVE
- DOES NOT LIKE THE BUS
- DOES NOT LIKE TO FLY
- EASY TO RESERVE
- EXPERIENCE
- FAMILY (TIME; EXPERIENCE)
- FRIEND(S); HUSBAND; SISTER

- FUN
- GRANDCHILDREN
   EXPERIENCE
- LEISURE
- MY HOBBY
- PACKAGE
- RFI AX
- SAFETY
- SCENERY
- SCHOOL TRIP
- TIRED OF THE BUS

# WHERE DID YOU HEAR ABOUT AMTRAK?

- WORD OF MOUTH\*
- ADVERTISEMENTS
- INTERNET
- NEWSPAPER
- NEWS
- PREVIOUS EXPERIENCE
- STATION
- TRAVEL AGENT

### CHANNEL USED TO MAKE RESERVATION

• PHONE 44.7%

• ONLINE 36.4%

• STATION 8.9%

• TRAVEL AGENT 6.1%

• TEACHER/SCHOOL 1.2%

### WHERE DID YOU BUY THE AMTRAK TICKET FROM?

3 1 1 1 O N L 33.0 /0	•	PHONE	35.8%
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• ONLINE 30.8%

• STATION 24.0%

TRAVEL AGENT 6.1%

• SCHOOL .6%

#### FIRST TIME ON AMTRAK?

• YES 41.9%

• NO 58.1%

# PREFERENCE TO BUY AN INCLUSIVE PACKAGE?

• YES 27.9%

• NO 64.9%

#### • PRICE

VERY IMPORTANT	71.5%
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IMPORTANT 13.4%
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SOMEWHAT		5.6%
	IIVII	<b>J.U</b> /0

NOT IMPORTANT	.6%
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#### COMFORT

VERY IMPORTANT	54.7%
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	IMPORTANT	30.7%
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SOMEWHAT		4.5%
	IIVII	4.5/0

NOT IMPORTANT .69	5%
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#### • **CONVENIENCE**

<b>VERY I</b>	MPORTANT	52.0%

SOMEWHA	AT IMP	7.8%
	<b>1</b>	<i>i</i> • • / • / •

NOT IMPORTANT	.6%	)
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#### STAFF FRIENDLINESS

VERY IMPORTANT	44.1%
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<b>IMPORTAN</b>	Z8.	5%
	<b>40.</b> '	<b>O</b> / 0

NOT IMPORTANT	4.5%
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- OTHER
- ENJOYMENT
- NEED HELP HANDICAPPED
- SAFETY
- TRAVEL TIME

#### **IMPLICATIONS**

- THEORETICAL
- PRACTICAL