



SUCCESS STORY

RFX COMPANIES: RFX, INC AND REFRIGERATED FOOD EXPRESS, INC AVON, MA

RFX, Inc. and Refrigerated Food Express, Inc. are separate businesses that together make up “The RFX Companies.” Each participates in the SmartWay Transport Partnership. RFX, Inc. (RFX) is a non-asset based third-party logistics company, meaning it owns no equipment, but organizes distribution for shipping companies. Refrigerated Food Express, Inc. (REFE) is an asset-based common and contract motor carrier, hauling for-hire loads for either the general public or under contract with specific companies. REFE owns about 100 refrigerated trailers but no tractors, so they utilize truck owner/operators as their drivers.

Both companies enrolled in the SmartWay Transport Partnership (REFE in November 2004 and RFX in March 2006) based on the recommendation of one of their nationwide customers, and the two companies focus on different aspects of SmartWay practices. RFX organizes logistics for 3,000 carriers, some owned by companies and some independent. RFX likes to load with other Smart Way Partner Carriers, and is in the process of making that distinction in carrier profiles for their dispatch software. RFX seeks out trucking companies involved with SmartWay, and tracks the number of SmartWay carriers currently under contract.

On the asset-based side, REFE promotes fuel efficiency and idle reduction with the owner/operators they hire. REFE strongly encourages their drivers to decrease highway speed, maintain proper tread depth and tire pressure, and replace equipment when necessary. REFE also has an equipment replacement plan for the reefer trailers they own. To reduce idling, REFE has partnered with Idle-Aire (an idle-reduction technology available at some truck stops) to provide drivers with discount rates. REFE also promotes mobile idle-reduction technology by distributing information regarding Auxiliary Power Units to their owner/operators. REFE is currently conducting a fleet test of a new device installed on the back of a trailer to decrease wind resistance and increase fuel efficiency.

The RFX Companies have found ways to promote fuel- and cost-saving efforts without having the classic employer-employee relationship with their drivers or owning a great deal of equipment. Their work shows that there are many productive ways to encourage SmartWay ideas and make fuel-efficiency and cost savings an achievable goal.

For more information, please contact:

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