

# GENOX Transportation and the Fuel of the Future

By Kevin Mathews

If you could make a business decision today that would provide an instant 40 percent savings; benefit the environment, your workforce, and the domestic economy; and add to your bottom line, would you do it? The team at GENOX Transportation did, and we think you should too. How can you do this? By using LNG-fueled transportation.

Why would you do this? The short answer is to enjoy incredible cost savings. Our liquefied natural gas (LNG) transport customers save up to 40 percent over traditional diesel-fueled transport on fuel costs through higher efficiency and increased transport capabilities. Lower emissions, quieter operations, and myriad environmental benefits are also benefits of LNG-fueled transportation. Best of all, LNG is abundant and produced right here in America.

At GENOX ([genoxtransportation.com](http://genoxtransportation.com)), we know industrial gas transportation. We transport more than 60,000 tons of industrial gases per month. This makes GENOX one of the largest transporters of industrial gases across the US, and we are seeing an increase in customer demand for alternative energies growing in popularity. (See “Cold Success: GENOX Transportation Growing with Demand for Cryogenic Gases,” *CryoGas*, August/September 2012, p. 50.)

A recent article in *The Wall Street Journal* revealed that five percent of all heavy duty trucks sold this year will run on natural gas,

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up from just one percent in 2013. The growth in the manufacturing of LNG-fueled trucks can be greatly attributed to the very low price of liquidified natural gas, which is currently as much as 42 percent less than diesel. We see positive growth and opportunities in this trend.

GENOX Transportation is family-owned and operated, and we take safety and customer service personally. My father, Russ Mathews, and I bring over 30 years of operational excellence to this business and our track record of service, safety, and innovation allow us to continue to be at the forefront of industry trends.

GENOX is a leader in LNG transportation and the vast majority of our customers are Fortune 500 companies that are leaders in their own industries. Our customers include Clean Energy, Linde, Encana, Air Products, and Praxair, to name a few. GENOX sees a great opportunity to be a “strategic partner” with our customers as they use LNG solutions to help drive their success. An LNG-fueled transportation strategy makes sense on many levels.

Our future looks bright because our customer’s future looks bright. As one of our valued customers, Applied Natural Gas Fuels,

continues to expand we will help them “scale-up” by adding additional LNG-powered vehicles to their fleet. These partnerships help drive future success in LNG-fueled transportation.

Our veteran driving team is a large part of our successful equation. Our drivers are experienced in the “GENOX Way” of safety and customer service. Many of our drivers are military veterans and average 45 years of age. We take pride that, despite a high industry-average driver turnover rate, GENOX has a turnover rate of about 10 percent. We know how to attract and retain the best drivers. They are well rewarded for their professionalism and consider themselves partners in making sure the client’s needs are met with the highest standards of safety and service.

When it comes to new technologies, our driver’s feedback also plays a vital role in the process. They are proud to drive LNG trucks, which have a positive impact on the environment and are part of the “Fuel of the Future.”

LNG-fueled trucks are not cheap. We think it is vital that companies work with transport companies that make major capital investments in LNG-fueled trucks. GENOX invests nearly \$10 million annually in new, state-of-the-art equipment. The last thing you need is a distribution “bottleneck”— your company grows, but your transport company can’t meet increasing demand. By partnering with a third party transport company like GENOX, you can focus on your core business, while taking advantage of all the benefits that LNG fuel allows.

So...with the cost of fuel being the second-highest expense in the transportation business...how can you not consider liquidified natural gas? ■

*Kevin Mathews is CEO of GENOX Transportation, Inc. He can be reached at [kevin@genoxus.com](mailto:kevin@genoxus.com).*

