

ROB SOWERS
Vice President,
Sales and Traffic
RMX Freight Systems, Inc.



RMX Freight Systems is a family-owned trucking company that provides next day LTL transportation service in the state of Ohio and bordering points in Kentucky, Michigan and West Virginia. Corporately located in Zanesville, Ohio, RMX was founded in 1917 and has provided freight transportation and logistics solutions for over 90 years. Today, RMX is a leader among Ohio-based LTL carriers.

WHY THE COLUMBUS CHAMBER?

RMX joined the Columbus Chamber in August 2010 to improve its marketing efforts, receive information important to the business, and meet prospective customers. "We knew that by joining the Chamber, we could grow our business," said Rob Sowers, vice president, Sales and Traffic, RMX.

"What we didn't realize was that this organization has much larger objectives than we thought," Sowers said. "The Columbus Chamber is cutting-edge, and anyone in business will benefit by being a member."

RMX also became a member of the Columbus Region Logistics Council (CRLC), an initiative of the Columbus Chamber. "Our company benefits from the CRLC, and I feel like we contribute to it as well," Sowers said. "We are able to connect with business leaders, some of whom we've been able to do business with."

THE RESULTS

Columbus Chamber and CRLC memberships have provided tremendous value to RMX through access to information and the opportunity to make business connections.

By serving on the CRLC Business Environment Committee, RMX can lend our transportation experience and expertise and network with people in key positions at large corporations within the membership. Chamber and CRLC team members helped create those connections.



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- Rob Sowers

“We’ve generated new business by selling our service to new connections and have established relationships with new vendors as well,” Sowers said. “The opportunities to network are boundless.”

“The staff members at the Chamber are incredible,” Sowers added. “They take the time to get to know your individual business and connect you to the right people.”

The RMX team attends as many Chamber and CRLC networking events as possible. “We can potentially make more business connections at one Chamber or CRLC event than we can in an entire week.”

ADVICE

“The Columbus Chamber is ahead of the curve and has an incredible vision,” Sowers said. “It’s exciting to be involved.”

He said the Chamber’s vast knowledge of the business environment in the Region and its commitment to individual businesses helps RMX achieve success.

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