



## CASE STUDY Industry: Wine & Spirits



REPUBLIC  
NATIONAL  
DISTRIBUTING COMPANY



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**Richard Gay**  
Director of Operations

## Republic National Distributing Company.

With a history that goes back to before Prohibition, RNDC is one of the nation’s leading wholesale wine & spirits distributors.

Offering a wide range of products to a large geographic area often comes with tough choices on how to complete the final-mile for the customer.

Many distributors will run cross-dock operations in remote markets, or have multiple distribution centers to cover larger areas.

Without impacting local delivery service, RDNC recognized an opportunity in Virginia to centralize inventory, reduce brick and mortar costs and cut overall operating costs. RNDC implemented the Warehouse on Wheels System by Demountable Concepts.

This proven system shuttles pre-loaded truck bodies via semi-trailer to a swap yard up to **300 miles away** from the distribution center where they’re swapped onto straight trucks. Locally based delivery drivers complete the local routes.

Richard Gay, Director of Operations for RNDC states that the system has helped them to obtain:

### Centralized Distribution

With one DC and the **ability to serve remote markets daily**, it is the quickest way to get product delivered.

### No Cross-dock or Local Inventory

All DC operations, and a large inventory are kept under one roof, **eliminating redundant functions**.

### Business Growth

The system allows for **growth into existing and new markets** without the need for additional brick & mortar.