



Del Papa Distributing Transforms Delivery with Duo



Challenge

Del Papa Distributing is a Beverage Distributor in Texas, aimed to improve efficiency, reduce reliance on CDL drivers, and support future volume growth. However, this model wasn't feasible with traditional equipment. They needed a solution that would enable the transition while unlocking additional operational gains.

Solution

Rehrig Pacific's Duo Lift and Duo Merchandiser provided the breakthrough Del Papa needed. With these solutions, they successfully implemented a drop-and-go model where drivers unload, check in, and move on—while merchandisers follow to stock product. This separation of duties streamlined operations and allowed for route consolidation without sacrificing service.

"Once you run a traditional route and compare it to a Rehrig Pacific route, you can feel it physically, and the drivers don't want any part of those traditional routes anymore."

- Wade Foegelle - VP of Sales Operations

Results



50K+ additional cases delivered annually per route



8 truck routes eliminated, saving \$125K per route per year



Check-in and merchandising time cut in half



Increase in cases per hour delivered



Higher gross profit per case



Reduced turnover among CDL drivers

