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RDC – Independent Wholesaler Servicing 10 Northeastern States

Since 1905, our company has operated as a cooperative and now services 1,400 Northeastern community retail pharmacies, long-term care pharmacies, and home health care stores.

CEO: Joe Brennan
Founded: 1905
Employees: 170
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Company Background

Founded in 1905, RDC is a true regional wholesale drug cooperative – a marriage of a buying cooperative and a traditional drug distribution company created for the purpose of helping independent pharmacists compete in today's healthcare environment. Owned completely by independent pharmacists, the company currently ranks as the 6th largest distributor in the U.S.

RDC strives to provide the best possible service through user-friendly technology, professional sales representation, and a level of personal attention rarely found in today's wholesale environment. On a daily basis, the company distributes a complete inventory of pharmaceuticals, HBCs, and home health care supplies to community retail pharmacies, long-term care pharmacies, and home health care stores. The current geographical presence encompasses 10 states in the Northeast – Connecticut, Maine, Massachusetts, New Hampshire, New Jersey, New York, Ohio, Pennsylvania, Rhode Island, and Vermont.

Unlike other wholesale cooperatives, ownership in RDC is not required to open an account. If you are looking for a traditional wholesale partner, open an account and do business just as you would with any other supplier. The management team is confident you'll see a difference and gain peace of mind about supporting a company that promotes your profession.

Product Overview

RDC operates out of a 65,000-square-foot distribution center headquartered in Rochester, New York, and a larger warehouse facility in Fairfield, New Jersey. The Fairfield location is a 106,000-square-foot highly-automated distribution center supported with a-frames, carousels, and other automation. Opening the center in 2015 changed the opportunity and volume that RDC can now handle. Both facilities are VAWD accredited by the National Association of Boards of Pharmacy. The company

is also Track and Trace compliant, providing electronic pedigrees through TraceLink, and preparing to launch full serialization.

Orders for pharmaceuticals, health and beauty care products, and home health care supplies are accepted by web, CSOS, EDI, phone, and other methods. Next day delivery is standard to over 1,400 community retail pharmacies, long-term care pharmacies, and home health care stores in the Northeast. Most customers have just-in-time supply chains and order every day.

The company also supports customers with a portfolio of programs for new store start-ups, front store pricing and promotion, Quality Choice store brands, and a specialty hub powered by CoPilot.



Features

As of August 2017, RDC has launched "RDConnect", a specialty pharmacy program support hub designed for independent pharmacies.

The hub is powered by CoPilot, a technology partner that provides dedicated staff and resources, data analytics, and a clinical call center with no competitive affiliation or ownership of a pharmacy. RDC members can check patient prescription statuses on a modern web portal with bi-directional data transfer and real-time verification of insurance benefits and co-pays. The services provide expanded payer network participation and greater accessibility to limited distribution drugs, along with non-specialty drug services at no charge.

This is a great way to provide specialty pharmacy services to customers without major investment in infrastructure and staffing.

Contact Information

If your pharmacy is located in the Northeast give RDC a call, or visit www.rdcdrug.com to open an account.