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RNDC Sells Oregon and Washington Rights to Columbia Distributing

The troubled wholesaler deepens its breakup as it sheds more markets across the country.

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Republic National Distributing Company said on Monday that it had signed a nonbinding letter of intent to sell its wine and spirits distribution rights in Oregon and Washington to Columbia Distributing, along with an asset arrangement in Alaska, as the troubled

wholesaler continues to break apart after a series of losses across the country.

The deal, if completed, would deepen Columbia’s presence in the Pacific Northwest and add to a wave of transactions that have reshaped the middle tier of the U.S. alcohol business over the past year. Columbia said the proposed purchase was meant to support continuity for suppliers and customers while expanding its geographic reach and operational capacity. RNDC said it was working to ensure a smooth transition for employees, suppliers and customers.

The announcement came as RNDC also disclosed that it had signed another letter of intent with Martignetti Companies for operations in a long list of control states, including Alabama, Iowa, Maine, Mississippi, Montana, New Hampshire, North Carolina, Ohio, Pennsylvania, Utah, Vermont, West Virginia and Wyoming. Under that proposed arrangement, Martignetti would also take over brokerage in Idaho, Michigan, Oregon and Virginia.

RNDC, once the second-largest wine and spirits distributor in the United States, has been under pressure since early 2023, when Sazerac ended its long relationship with the company after RNDC allegedly defaulted on $38.6 million in invoices for Sazerac products. The company’s problems accelerated in 2025 after Tito’s Handmade Vodka moved its California business to Reyes Beverage Group, prompting other brands including High Noon and Cutwater to follow. RNDC later withdrew from California and sold 12 markets to Reyes earlier this year.

The latest moves suggest that RNDC may be heading toward a far smaller footprint than it once had. The company previously operated across 38 states. Its current plans would leave open questions about what remains of its national network if the pending transactions close.

Columbia said its agreement with RNDC was part of a broader strategy built around what it calls a total beverage model, which includes beer, wine, spirits and nonalcoholic drinks. Chris Steffanci, Columbia’s chief executive officer, said the company was expanding “in a methodical and thoughtful way” while trying to preserve supplier and customer continuity.

RNDC said separately that it was still evaluating other potential transactions across select markets. In addition to the Columbia and Martignetti letters of intent, the company said it was in advanced discussions with a potential buyer for its Plains States business and was reviewing options with joint venture partners in New York, Illinois, Kentucky, Indiana and Michigan.

The company also said its previously announced transaction with Reyes remained on track to close by the end of May, subject to regulatory approvals and other customary conditions.

For suppliers tied to RNDC’s portfolio, the changes could mean another round of disruption in an industry already marked by consolidation. For workers inside the company’s markets, they could bring more uncertainty as ownership changes ripple through warehouses, sales teams and delivery routes.