



# BI-STATE NEWS

NEWSLETTER FOR THE ASSOCIATION OF BI-STATE MOTOR CARRIERS

## Member Spotlight: DiPinto International Logistics

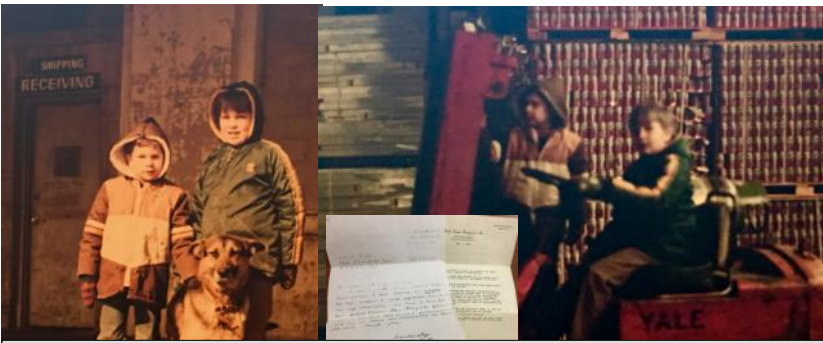
For most people, figuring out what career you want to pursue is a decision made in adulthood, after many years of schooling, internships, and experience in the field. For Rob DiPinto, President of DiPinto International Logistics, the choice was clear from the moment he first stepped foot into his uncle's trucking warehouse. Rob's father took him and his younger brother, Brian, to visit their Uncle John's trucking company, World Trade Transport, in Newark. Being around the trucks, riding the forklift, seeing the stacks of pallets everywhere—Rob's future immediately came into focus. "I knew right away I wanted to do this," he says, "I loved everything about it. I never wanted to do anything else after that."

He was 9 years old.

Given the fact that his maternal grandfather was also a truck driver, Rob is convinced his career choice was inevitable. "I never questioned it," he says of his early interest in the trucking industry, "I figured it was in my blood." Rob began spending his school breaks "riding shotgun" with his uncle's drivers on their runs to Global Terminal, anxious to realize his own dream of becoming a trucker. At 12, amused dock workers let him tackle one of the more challenging aspects of the job: driving a yard jockey, backing trailers into a building on Sellers Street in Kearny. "I wasn't scared at all," he laughs, "I liked the power. But then, I'd go back to school and tell my friends, and no one believed me."



Rob DiPinto



Left: Brian and Rob DiPinto (with Duke) on their first visit to their uncle's trucking business. Right: Rob at the wheel of a forklift that same day. Inset: The letter Rob wrote to his uncle in 4th grade (dated April 2, 1981), declaring his intention to pursue a career as "a warehouse person."

Rob's grandmother, Helen, worked in the office at World Trade Transport, and when she saw her grandson's passion for trucking, she encouraged him to learn the managerial aspects of the job, too. "She told me, 'Anybody can drive a forklift, but if you want to run a business someday, you need be in here with me,'" recalls Rob. He started spending his summers working with her, putting in 12 hour days under her strict tutelage. When she passed away in 1985, Rob--still a sophomore in high school--took over the responsibility for the company's payroll. At 17, a week after

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—Rob DiPinto,  
*DiPinto International Logistics*  
*On deciding to be a trucker by age 9*

getting his regular driver's license, he also earned his commercial driver's license.

By the time he was 20, Rob saved up enough to buy his first truck, which allowed him to start calling on the port as an independent owner-operator. He hauled containers

for a company in River Edge, and by 1996, he and his brother opened their own business, DiPinto Brothers Transportation. The company grew quickly to a fleet of 100 trucks, forcing Rob to give up driving in order to manage daily business operations full-time.



DiPinto's secure warehouse, located in Monroe Twp, NJ.

In 2001, he decided to scale back a bit on the trucking in order to branch out into warehousing and logistics, starting with 10,000 square feet and growing to 500,000 in a few short years. "I wanted to be able to offer my customers 'one-stop shopping,'" says Rob, "to have my own fleet, serving my own warehouse, providing excellent service from start to finish." By 2011, Rob was running the business on his own, renamed DiPinto International Logistics to better convey the full scope of his company's services.

Those early lessons with his grandmother paid off, with Rob wisely reinvesting in the company over the years, growing his assets to include a fleet of 75 company-owned chassis fitted with GPS technology. Rob hopes to double that number soon, while also expanding his trucking business in the Newark area in 2016, and starting a cross-dock operation.

Asked if he ever second-guesses his childhood decision to go into the trucking business, Rob is as resolute today as he was all those years ago. "No! No regrets," he says, "I still enjoy it, and it still makes me happy."

*DiPinto International Logistics is a full-service transportation and warehousing organization that emphasizes quality, professionalism, and customer service. To learn more about DiPinto International Logistics, visit [www.dipintointl.com](http://www.dipintointl.com).*