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Pinto Bros. emphasizes delivery and local

By

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The past year resulted in a greater push for delivery among customers at Pinto Bros.

“We’ve operated a subsidiary company, A. Penza Inc., for several years now to provide transportation and delivery services,” said Todd Penza, salesman at Pinto Bros. in Philadelphia.

“However, over the past year we’ve really seen a demand from our customers for more delivery resulting in us expanding our capabilities.”

The company now operates a fleet of trucks offering delivery throughout the tri-state area, back-hauling, forward distribution and full distribution.

“We have wholesale distribution available for chain stores, retailers, brokers, food service, and small restaurants,” said Penza.

As the market moves into spring and summer, Penza is also excited for the change over in supply to local.

“Our local product is a big deal,” he said. “We get more customers because more places open up to sell fresh produce so we see increased business with new customers. And, as the local area certainly opens up more there will be more demand and opportunity to sell existing customers than we’ve seen in the past year.”

Moving the produce to local supply also relieves some cost pressures.

“Local supply really helps with minimizing the costs associated with receiving and shipping product,” explained Penza.

“Freight is much more economical and we’re able to control inventory better. It also allows for better management of our warehouse inventory; we can order that day for next day sales and fulfill our customer orders quicker and easier.”

Penza noted the local Jersey program is already beginning.

“Soon our partners in Ohio and New York will start,” he said.

“We’re right on the cusp of the local season. Local represents freshness and availability for our customers. People care about sustainability and purchasing local helps support these communities and keep them sustainable,” Penza added.

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