



# DONALD A. PETTINELLI

Mr. Pettinelli started in the air freight industry as a salesman in 1966, for Pacific Air Freight. Shortly thereafter he became their top Philadelphia salesman for two consecutive years. During this period, Pacific Air Freight merged with Airborne Freight Corporation. In 1968, Mr. Pettinelli was promoted to Philadelphia District Sales Manager which he served for 3 months before being promoted to Philadelphia District Manager.

In 1969 Mr. Pettinelli cofounded 5 Star Air Freight Corporation and served As Chief Operating officer for 16 years And developed worldwide annual gross sales of \$ 19 million. In 1982, while 5 Star Air Freight was continuing its growth, Mr. Pettinelli diversified by creating and developing VIP Airport Valet Parking Service—Philadelphia's first true airport Valet parking service. With the use of passenger vans, uniformed drivers, and attendants taking clients to their departing flights and meeting them upon arrival, VIP became very successful and operated continuously at a 100% capacity. Mr. Pettihelli's airport valet parking service started a new local industry. Today, seven similar services now exist at the Philadelphia International Airport, Upon dissolving the 5 Star partnership, VIP Airport Valet Parking Service was sold to one of the nations leading travel agencies.

In 1984, 5 Stars partnership was dissolved and their sales were sold to Right-O-Way, Inc. in Tustin, CA. At that time, Mr. Pettinelli signed a two year non-compete contract and served as a consultant to Right-O-Way, Inc. In 1985, Mr. Pettinelli cofounded DSI (Distribution Specialists, Inc.) and has served as Chief Executive Officer since its inception. Mr. Pettinelli is a member of The Air Forwarders Association, Delta Nu Alpha, The CEO Club, The Council for Growing Companies, and the Association for Corporate Growth, In June of 1995, as a part of the National Awards Program sponsored by *Inc. Magazine*, Merrill Lynch, Ernst & Young, Sprint and Safeguard Scientific, Mr, Pettinelli, along with his partner, Robert Sonsini were named 1995 Delaware Valley Entrepreneurs of the Year,



## **DSI Worldwide**

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