

BROOKLYN PEOPLE IN PROFILE

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Byline: By Joyce Shelby

Body

SABATO (SAL) CATUCCI

Founder and CEO, American Stevedoring Inc.

SABATO (SAL) CATUCCI started his own trucking company at age 25 because he had big dreams.

"I didn't like working for anyone," said Catucci, who started out at 18 driving a truck for his father. "I wanted a company big enough that when my children became of age and wanted to come in, they could."

After running a waterfront trucking business for many years, Catucci founded American Stevedoring Inc.

His stevedoring ship loading and unloading business has been credited with bringing new life to the **Brooklyn** waterfront.

"We took over the port of **Brooklyn** four years ago. We have increased fourfold," Catucci said. "We're now the No. 1 port in cocoa, with enough of it to fill 30 football fields.

"We increased the payroll, between warehouses and longshoremen, from \$ 6 million to \$ 20 million and 90% of our **people** walk to work. The money they earn is recycled right back into the neighborhoods of Carroll Gardens and Red Hook."

He employs 300 **people** in **Brooklyn**, and 300 more in New Jersey. Catucci's seven companies gross \$ 70 million to \$ 80 million a year. And he has more dreams. "I don't want to stop until I have a thousand employees," he said.

BEST PART OF JOB: "When you do a ship in record time, when your men say hello, you feel great. I get tremendous respect from the **people** who work for me. They are making a good living."

BIGGEST HEADACHE: "When you work with the city, the state and the Port Authority, things get done, but in a lot more time than it would take without the bureaucracy."

BIO BITS: 59, born and reared in Greenwich Village; graduate of LaSalle Academy; founder of the New York Task Force for Port, Rail and Industrial Development; a member of St. Augustine's Church in Ossining; Man of the Year for the Italian Board of Guardians. He and his wife, Lorraine, have four children and eight grandchildren.

HOME: Yorktown Heights.

AFTER-WORK ACTIVITIES

Favorite foods: Lasagna or ravioli.

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Favorite place in **Brooklyn**: The waterfront.

Favorite vacation spot: Paradise Island, the Bahamas.

Favorite leisure activity: "Worshipping the sun."

Favorite TV shows: Action movies.

Biggest secret talent: Winemaking.

Graphic

Photo by ROBERT SPENCER

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