



# The SDS Journal

## Newsflash...

### New York PCC Elects New Executive Board

At the May 18th New York Postal Customer Counsel Meeting, a new Executive Board was voted into office for a two-year term beginning June 15th. This Board consists of PCC members who exemplify the "volunteer" spirit as



Pictured left to right – Ed Conrad, Tony Racioppo, Vinnie Malloy, Brian Davis, Matthew Marrone

participation includes time, leadership skills, cooperation, persistence and determination. Those industry "volunteers" who join the Postal's Co-Chair, Vinnie Malloy, U.S.P.S.'s New York City District Manager/Postmaster, are:

**Industry Co-Chair. . . Tony Racioppo, President & CEO, Security Delivery Service, Inc.**

**Vice Chair . . . . . Ed Conrad, Director of Distribution/Postal Affairs, Forbes**

**Treasurer . . . . . Brian Davis, Senior Supervisor Mail Distribution Services, Scholastic Inc.**

**Secretary . . . . . Matthew Marrone, President, Media Logistics Consulting**

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## SDS Services

- Rush Trucking & Messenger
- Tri-State Same Day Delivery
- Same Day Domestic Air
- Domestic & International Courier
- Domestic & International Air Freight
- Domestic & International Mail & Fulfillment
- Mail Distribution to/from Post Office
- Interstate Trucking
- Warehouse Logistics & Distribution
- Hand Delivery

## SDS Info...



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## ALERT...



In the event of telephone service interruption at SDS' Corporate HQ, please call our Newark, NJ office at (973) 621-6010. Your business is important to us.



## Industry News

**Air Cargo Security Bill Update**

Congressmen Edward Markey (D-MA) and Christopher Shays (R-CT) first introduced a Universal Screening of Air Cargo during the 108th Congress First Session [H.R.2455]. The Act mandated increased screening of all air cargo shipments in passenger aircraft operated by domestic and foreign air carriers. Imbedded in the Act was a plan for the Department of Homeland Security to establish a fee for shippers to cover the costs for this screening program. U.S. government experts have testified it would take roughly 9,000 new federal workers at a cost of over \$700 million in the first year to inspect every piece of cargo at the top 135 airports that handle nearly 95% of all cargo on passenger aircraft. Industry experts said that the result of this would bring cargo transportation to a standstill, resulting in higher costs for U.S. companies and consumers. The bill did not pass.

On May 3, 2005, with the 109th Congress, Reps. Markey and Shays modified and reintroduced the Air Cargo Security Act [H.R.2044] to the House's Committee on Homeland Security. The new bill adds timelines, greater oversight responsibilities, omits the air cargo industry funding the program at the moment but still wants 100% of the cargo inspected. As of mid-May, the House Homeland Security Committee voted overwhelmingly to reject the amendment to require 100% inspection of all cargo. Industry experts and Congress look to find middle ground to achieve stronger security on aircraft. SDS will continue to monitor air cargo screening and report back in a future issue.

**Don't Miss the National PCC Day**

The Postmaster General John E. Potter and the National PCC Team have announced that National PCC Day will be broadcast live from Wisconsin on September 14. Mr. Potter's remarks are anticipated to address progress on the implementation of the New PCC Network, key 2005 national issues and the future at the USPS. NYPCC members and guests can view this broadcast while attending the first meeting of the NYPCC's New Year. For more information on the PCC and the National PCC Day, please contact Sandy Calos, NYPCC Coordinator at [sandra.calos@usps.gov](mailto:sandra.calos@usps.gov).

**Upcoming Calendar Events**

**Postal Customer Council June 16, (No Summer Meetings).**

Contact Sandra Calos at [sandra.calos@usps.gov](mailto:sandra.calos@usps.gov).

**IFMA June 15, July 25 (Golf Outing), August 17.**

Contact [www.ifmagny.org](http://www.ifmagny.org).

**New York Metro/NE Region Periodicals Focus Group, July 14,**

Contact [james.j.gorman@usps.gov](mailto:james.j.gorman@usps.gov).

**MCAA Re-elects Racioppo to Second Term**

At the Annual Convention of the Messenger Courier Association of the Americas held in May in Las Vegas, Tony Racioppo, SDS's President and CEO, was re-elected as President for a second term. "Last year, my goals were to grow the MCAA's membership and forge new relationships among other groups within the industry. I am pleased to say, that 2004 was a record breaking year for increasing membership and we have had several meetings with other groups to better coordinate our training and annual conferences. With the help of the Association, I look forward to setting another record and working on key industry initiatives," said Tony. For more information on the MCAA, please visit the website at [www.mcaa.com](http://www.mcaa.com) or contact Tony at [Tonyr@sdsexpress.com](mailto:Tonyr@sdsexpress.com). Congratulations to Tony!

**New Cities Added to SDS's International Non-Stop Destinations**

The number of international cities that SDS offers non-stop air service has increased to include Milan, Italy and Lima, Peru. For time critical documents or dutiable items, SDS has increased its global level of service to give clients quicker service. The other notable cities are: London, Paris, Madrid, Frankfurt, Geneva, Vienna, Zurich, Moscow, Bangkok, Taipei, Beijing, Singapore, Tokyo, Hong Kong and Sidney. For more information on international shipments by air or ocean, please call the Sales Department at 212-391-3969. Remember the SDS Domestic and International Logistics Division provides door to door service anywhere in the world.

**New York PCC Elects New Executive Board**

*(continued from page 1)*

Said Ms. Malloy, "I am honored to welcome aboard the new officers of the Postal Customer Council of New York Executive Board. Each new member plays a key role in the success of the PCC. I am certain that Tony, Ed, Brian and Matt will effectively lead our Postal Council in a direction that is engaging and enriching to all of its members."

The Postal Customer Council began in 1961 to improve communications between the postal customers and postal managers. Today, there are more than 240 councils with over 120,000 active members. Through regular meetings, educational programs, mailer clinics, and seminars, PCC members are kept informed with the latest U.S. Postal developments and work closely with local postal officials to make mail service more efficient. For more information on the NYPCC, contact [sandra.calos@usps.gov](mailto:sandra.calos@usps.gov).



## SDS News

**SDS - The Story Continues**

*(Excerpts as Appeared in the April, 2005, Queensborough – the Magazine of the Queens Chamber of Commerce)*

Security Delivery Services Inc. (SDS) began as one-truck, family-operated delivery service with only one client, and has blossomed into a full-service transportation company



John Racioppo



Tony Racioppo

with over 100 employees that ships packages across the globe. The firm's origins date back to 1943-the year the Racioppo brothers, John J. and Anthony J., started a local trucking company. For years, it served as a small, family run business with just that one truck.

Then a new generation started to take the reigns and the company grew as a result. John's son Tony attended Pace University, where he studied accounting. Upon graduation, he worked for several years as a public accountant, often putting in more than 80 hours a week. The demanding work schedule took a tremendous toll on Tony and his new bride. In 1974, John urged his son to give up accounting and run the family company.

At the time when Tony became President and Chief Executive Officer of SDS, their only client was Standard & Poor's. The work for S & P brought SDS into many mailrooms and with that, the opportunity to establish new contacts. Relationships were fostered and the company gained more clients in the process. "From this, our business grew and took off," said Tony.

As business boomed, the fledgling company shopped around for real estate for their offices, but they found Manhattan to be out of their price range. SDS settled on a warehouse in Long Island City in 1982. Two years later, they bought a second building nearby. As real estate became more expensive in Long Island City, the SDS warehouses were moved to Newark, New Jersey, while the

headquarters remained in Queens.

Now in its 31st year, SDS offers local, national and foreign courier service as well as warehouse shipping and distribution. While SDS competes with the major carriers, they say they offer a more personalized service that stretches from New York to San Francisco to Paris. "We can follow [the customer's] needs from beginning to end and they appreciate that," said John R. Racioppo, Chief Operating Officer and cousin of Tony.

In addition to his work at the company, Tony is the President of the Messenger Courier Association of the Americas, the Treasurer of the New York Postal Customer Council and the Treasurer of the Long Island City Business Development Corporation. John, who graduated from Bishop Ford High School, enjoys his job because "there are times you feel like you definitely accomplish things."

**John Z Speaks...Courier Convention Listens**

On March 12th, at The Courier Times' Convention, John Zahorodny, SDS' Senior Vice President of Domestic and International Logistics, conducted an educational seminar to a full audience. His topic was "Getting into the International Shipping Business". John discussed the key criteria of starting an international shipping department. He spoke specifically about the capital requirements, staff recruitment and training, industry education, technology and government certification. An alternative to building an international shipping department is to outsource the process through a relationship with an established freight forwarder.

SDS's International Services were best summed up an by attendee at the seminar, who volunteered the following, "I have domestic clients who do ship overseas and use other firms because I do not have international shipping capability. Rather than start from scratch, I now know I can offer this service by working with a reliable and capable freight forwarder like John." There was so much interest that conversations were held later on in the day. If you would like information on this topic, please contact John Zahorodny at 718-784-5586 x 2.



John Zahorodny

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TIPS from Us to You



- ✓ Start receiving your mail earlier in the day. Are you sending employees to pick up your mail? What would happen if they injured themselves on company time? Is your mail coming to your office late morning or afternoon? Let SDS's experienced mail personnel pick up and deliver your mail daily to and from the Post Office. Whether you have one bucket or a truckload, this service can help with your firm's productivity and help your company get its checks, bills, and important documents sooner. Call for a mail price quote...it's just a dial away!
- ✓ Did you know that as of 1/1/05, the U.S. has a Free Trade Agreement with Australia which makes the majority of goods exported to there duty free. This Treaty is particularly beneficial to e-commerce and the pharmaceutical markets. For more information, visit [www.tcc.mac.doc.gov](http://www.tcc.mac.doc.gov) and search by country.
- ✓ Save time and money with SDS's Warehouse Logistics and Domestic and International Mail/Fulfillment Services. Conveniently located in Newark, NJ, just minutes from all major airports and New York City, this facility is a buzz with client activity. If you have shipments for storage or transport, have mail or parcels to deliver domestically or abroad, please call for more information.

**New Business and Sales Contact**

If you have any questions on topics covered in this newsletter or other inquiries, please contact one of our Sales Executives.

Sales Office	Tel (718) 784-5586 Ext. 7	Fax (646) 728-0291
Christine Brooks, Vice President Sales and Marketing	Cb Brooks@sdsexpress.com	
Anthony Donofrio, Account Executive	Adonofrio@sdsexpress.com	
Maribel Egipciano, Account Executive	Megipciano@sdsexpress.com	

**2005/06 U.S. Postal Holidays**

*There will not be any mail pick-ups on the following holidays. Should you require a "special" pick-up on any of these days, please call Ray Mendoza at (718) 784-5586 Ext. 3 and, if possible, he will make the necessary arrangements.*

Independence Day 2005	Monday	July 04
Labor Day 2005	Monday	Sept. 05
* Columbus Day 2005	Monday	Oct. 10
* Veterans Day 2005	Friday	Nov. 11
Thanksgiving Day 2005	Thursday	Nov. 24
Christmas Day 2005	Sunday	Dec. 25
New Year's Day 2006	Sunday	Jan. 01
Martin Luther King's Day 2006	Monday	Jan. 16
President's Day 2006	Monday	Feb. 20
Memorial Day 2006	Monday	May 29
* SDS is opened on these holidays		

SDS Milestones



Some SDS staffers are celebrating anniversaries with us this Spring

**Happy Anniversary to:**

- Eddie Mayers. . . . . 22 Years
- Michael Kiznick . . . . . 7 Years
- Reggie Knight . . . . . 7 Years
- Benny Reyes . . . . . 7 Years
- Harold Hampton . . . . . 5 Years
- Donald Brijmohan . . . . . 4 Years
- Steven Clement . . . . . 4 Years
- Curtis Lewis . . . . . 4 Years
- Nick Racioppo . . . . . 4 Years
- Nereida Rosado . . . . . 4 Years
- Michael Sun . . . . . 3 Years
- Ray Ayala . . . . . 2 Years
- William Arthur . . . . . 2 Years
- Albert Girdner . . . . . 2 Years
- James Mitchell . . . . . 2 Years
- Christopher Coachman . . . . . 1 Year
- Daniele Garner . . . . . 1 Year
- Marris Lezaja . . . . . 1 Year
- Manuel Serrano . . . . . 1 Year
- Barbara Similien . . . . . 1 Year

We're also celebrating many birthdays

**Happy Birthday to:**

- Benny Reyes . . . . . 06/01
- Tony Gaeta . . . . . 06/07
- Christine Brooks . . . . . 06/09
- Latoya Brown . . . . . 06/10
- Albert Girdner . . . . . 06/15
- David Lowe . . . . . 06/19
- Jermaine Fulton . . . . . 06/20
- Senia Perez . . . . . 06/25
- Fritz Bazile . . . . . 07/04
- Tom Davis . . . . . 07/15
- Yolanda Davidson . . . . . 07/18
- Nick Racioppo . . . . . 07/22
- Gerry Sarro . . . . . 07/23
- Steven Frank . . . . . 07/25
- Bob Sheehan . . . . . 07/26
- Charles Jr. Capers . . . . . 08/02
- Anthony Donofrio . . . . . 08/03
- Matthew Wizeman . . . . . 08/06
- Albert Amador . . . . . 08/08
- Elijah Jenkins . . . . . 08/08
- Willie Cochran . . . . . 08/10
- Kenny Auyeung . . . . . 08/12
- Barbara Arrington . . . . . 08/13
- Cedric Coats . . . . . 08/15
- Carlos Perez . . . . . 08/15
- Angelo Hamlet . . . . . 08/31
- Harold Hampton . . . . . 08/31

*Happy 4th of July!*

