# News Bulletin of the Traffic Club of Chicago April 2011



## From the Office of the President

It's my hope that many of your had a chance to attend last month's successful Executive Series luncheon program which featured John Lanigan, EVP & CMO of the BNSF Railway as our guest speaker. Following Mr. Lanigan's presentation, was the presentation of this year's scholarship awards to some very deserving students. Frank Moczulewski, chairman of the Scholarship Committee, presented the awards to five of the nine total award recipients who were in attendance that day. This program is another example of the way your club serves its members and hopefully, its potential future members.

The club's Education Committee will present another great program on April 21st at the Fountain Blues Banquets in Des Plaines, Illinois. This Executive Briefing and Luncheon will present a panel program on "Business Relationships" and will feature shipper and motor carrier executives. Prior to the panel program, the morning keynote speaker will be Rick Blasgen, President and CEO, Council of Supply Chain Management Professionals and our luncheon speaker will be Michael Regan, CEO & Chairman, Tranzact Technologies.

Continuing with a historical perspective in transportation, one hundred years ago in 1911, the renowned "EL" or elevated train was built for the bourgeoning commuter traffic around Chicago's business district, the "Loop". Prior to the development of transportation within the loop, commuter transportation was predominately from outside the city from the surrounding suburbs. Leading the commuter development from the outlying areas, were the wealthy business people who enjoyed golf and grouped together their investments to create "country clubs". One such railroad, the Illinois Central, was enticed to extend their lines south to reach several of these new country clubs in places like Homewood, IL.

Development of the "EL" or "L" that served the populace commuting into the city progressed from steam-driven passenger cars to electric cars. Early on, these lines did not interchange with each other at destinations, so the need to conjoin all the lines together came to fruition by Charles Tyson Yerkes, a traction magnate, who controlled most of the lines leading into the city. Eventually these electric lines came under the control of their largest electric provider, Commonwealth Edison. This utility unified several other independent electric lines with Yerkes' lines, to create the electric elevated train network that remains in service today.

Jim Galen

# Deadline is Drawing Near... Reserve Your Room Now

Our 104th annual dinner on May 19th will be upon us very shortly and time is running out for those planning to make room reservations for the night of the din—ner. Currently, nearly 70% of our blocked sleeping rooms have been reserved and the deadline for making reservations is April 17th. After that date any remain—ing blocked rooms will be released for general sales at their standard rate.

The club has secured a special rate of \$209 for either single or double occupancy for both Wednesday and Thursday night. To make your reservations, call the Sheraton Hotel direct at 312-464-1000 or their toll free number at 800-233-4100. To get the discounted rate, please be sure to tell them you are making a reserva—tion under the "Traffic Club of Chicago Room Block" rate.

# **Annual Dinner Golf Outing To Offer New Sponsor Levels**

A lot more things will be happening at this year's annual dinner golf outing on May 18th at Cog Hill Golf Club in Lemont, Illinois. Golf chairman Jeff Leppert has announced that he is looking for additional sponsors for the numerous contests and raffle prizes that are planned for the outing.

A silent auction is planned, along with air cannon and scattered flag contests with raffles that will offer some really great prizes that include: Las Vegas Trip; Trips to Orlando; 50" Plasma Television; Gaming Systems; Sports Tickets and much more. With nearly 300 golfers from all over the country expected, this is a great opportunity to get your company name out there. A special contest sponsor flyer will be going out to the members very shortly.

## WELCOME NEW MEMBERS

We are pleased to welcome the following new members, who were elected to the Club at the March Membership Committee meeting.

Dino Moler Exec Vice President Client Solutions LeSaint Logistics, LLC 868 W. Crossroads Parkway Romeoville IL 60446 630-723-7028 – Fax not available e-mail: dmoler@lesaint.com

Kitty Pon President Pactrans Air & Sea, Inc. 951-56 Thorndale Avenue Bensenville IL 60106 847-766-9988 – Fax 847-766-9020 e-mail: kittyp@pactrans.com

Rachael Kay Leggett
Account Executive
Pacer International
600 W. Diversey, #701
Chicago IL 60614
269-330-5969 – Fax 614-717-4078
e-mail: Rachael.leggett@pacer.com

Ken Miller Vice President Operations J.B. Hunt Transport, Inc. 3642 W. 47th Street Chicago IL 60632 312-802-6222 – Fax 815-230-2481 e-mail: ken\_miller@jbhunt.com

Lovell Cox Dir. of Sales Industrial Products Union Pacific Railroad 940 S. Frontage Road, Suite 1200 Woodridge IL 60577 630-427-2351 – Fax 402-233-3250 e-mail: Imcox@up.com

Edward McQuillan Account Executive RMI 5010 Oak Trail Court Lisle IL 60532 630-525-0174 – Fax 630-515-0586 e-mail: ed.mcquillan@rmiondemand.com

#### ON THE MOVE...

The following members have notified the Club office of a change in their current mailing status. Please be sure to change your records accordingly.

Norman Greer Operations Manager DHL Global Forwarding 19120 Kenswick Drive Humble, TX 77338 281 964 2500 – Fax 281-964-2626 e-mail: Norm.Greer@dhl.com

Ian Hirt General Manager North American Stevedoring 9301 S. Kreiter Avenue Chicago IL 60617 773-734-4885 – Fax 773-734-4831 e-mail: ihirt@qsl.com

Stephen Mosher
North American Stevedoring
New title:
Vice President Business Development
all other information remains the same

Barbara McCauley President Rooster Express, Inc P.O. Box 28 Wood Dale IL 60191 630-350-0099 – Fax 630-350-1058 e-mail: barb@roosterexpress.com

Dave Duffy
Director of Logistics
RJW Logistics
11240 Katherine's Crossing, Suite 400
Woodridge IL 60517
630-424-2461 – Fax (630) 424-2261
e-mail: dduffy@rjwgroup.com





published by

#### THE TRAFFIC CLUB OF CHICAGO

201 E. Army Trail Road, Suite 100-A Bloomingdale, IL 60108

PHONE 630-529-1333 FAX 630-529-1331

E-MAIL staff@trfclub-chicago.org
WEB traffic-club.org

#### **Board of Directors**

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#### **ADVERTISING**

BUSINESS CARD: 3-1/2"w X 2"h
ONE TIME \$30.00
2-3 INSERT \$27.00 each
4 OR MORE \$25.00 each

**1/4 PAGE:** 4-7/8"w X 3-1/4"h or 2-3/8"w X 6-3/4"h

ONE TIME \$105.00 2-3 INSERT \$94.00 each 4 OR MORE \$89.00 each

**1/2 PAGE:** 4-7/8"w X 6-1/2"h or 7-1/2"w X 4-1/4"h

ONE TIME \$170.00 2-3 INSERT \$153.00 each 4 OR MORE \$145.00 each

FULL PAGE: 7-1/2"w X 10"h
ONE TIME \$225.00
2-3 INSERT \$203.00 each
4 OR MORE \$191.00 each

Artwork (**electronic file**) must be received by the club office no later than the 2nd Thursday of the month. For further information, call 630-529-1333.

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# CORPORATE SPONSOR

The club would like to acknowledge and thank the following companies for their support through our corporate sponsorship program.



GOLD SPONSOR

# March Luncheon Program Features BNSF's John Lanigan

Our March 17th Executive Series luncheon program was well attended, with over 130 members and guests on hand to hear a presentation by John Lanigan, Executive Vice President and Chief Marketing Officer for the BNSF Railway. Mr. Lanigan took time out of his busy schedule, to fly up from Ft. Worth, Texas just to speak before our audience that day. His presentation was both timely and very informative and was warmly received by those in attendance that day.



Dennis Grim (left) Chairman Emeritus of the Education Committee presents the speakers gift to John Lanigan, EVP & CMO, BNSF Railway, following his presentation. Looking on is Jim Giblin, Education Committee Chairman.

## Welfare -

**Peter Morreale** – Honorary member and retired District Sales Manager for Great American Lines, passed away March 19, 2011 at the age of 89. Mr. Morreale was a long time member of the club (53 years), joining the club in 1958 as Sales Supervisor for the former Michigan Express Truck Lines. He later went to work for Birch Truck Lines where he was Vice President of Sales until 1966, when he left there to take a Sales Management position with Darling Freight. Although he was never an active member in any of the club's committees, he remained a loyal and supportive member until his retirement from Darling Freight in 1985. He was elected an honorary member of the club in 1986 and spent his retirement years at his home in Itasca, Illinois, where he resided at the time of his passing.

# ...Welfare Cont'd

Vince Boyle – former Resident member and retired Vice President Operations for Citicorp Railmark, passed away on March 26th after a long illness. He was 75. Mr. Boyle joined the club in 1988 when he was Vice President of Operations for Merchants Railmark which was later purchased by Citicorp and renamed Citicorp Railmark. He never served on any club committees, but remained an active member until he resigned from the club in 1998. He retired in 2001 and spent his retirement with his wife at their home in Hawthorne Woods, Illinois.

Allan Hertle – Honorary member and retired Sales Representative for Joyce Brothers Storage & Van. Co. passed away on April 1st at the age of 95. Mr. Hertle was a long time member of the club, joining in 1970 when he was the District Freight Sales Manager for the Canadian Pacific Railway. He was an active member of the club, serving on a number of committees including, Welfare, Annual Dinner and Bowling. He retired in 1980 and was elected to Emeritus status until he was eligible for honorary membership which he was elected to in 1985. During his retirement, he and his wife Ann resided in Glenview, Illinois until her passing in 1987. Not soon afterward, he moved to Oceanside. California where he lived until his recent passing.

# Lee & Associates

## Scott S. Anderson

Vice President

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# Membership Challenge 2011...Looking For a Few Good Members

With the coming New Year all we ask is that each of our members tries to bring in just <u>One New Member</u>.

That's all ... just <u>One New Member</u>.

It doesn't take much effort and we will even help you there. Below is an application form you can fax to someone you know that's not currently a member and encourage them to become one. Better yet ... just forward them the newsletter so they can read first hand what the club has to offer. As a fellow club member you already know the many benefits available to you and a brief note from you is all that's required. That's all there is to it.

Thanks for your help in making 2011 another successful membership drive year!

Annual Resident Dues	A F F I C C L U I  Application for Mem  NOT send any payment. You	•	Annual Non-Resident Dues \$75.00
PRINT Applicant's Name			Date
TITLE	Co		
Business Address		Phone ( ) _	
City	State/Zip	Fax ()	
E-mail	Website		
Home Address	City		State/Zip
Please indicate the area your company represents:  □ Air □ Rail □ Truck □ Water □ Industry	Signature		
Other	Sponsor		Acct. No
FOR CLUB USE ONLY			
Year No Amount Paid#	Elected	l Me	ember No

# Traffic Club Dues = Priceless Benefits

Whether you are a Resident or Non-Resident member of the Club, we want to take this opportunity to remind you of the many valued benefits that the Traffic Club of Chicago offers our members, and trust that you will take advantage of these many opportunities.

Executive Series luncheons featuring top industry speakers

Scholarship Fund for children and/ or grandchildren of members

Numerous customer entertainment venues including:

Dinner Theater Events Golf Outings Varied Sporting Events

Monthly newsletter which keeps our members notified on club happenings and events

Dining privileges at the private DuPage Club, including access to other private clubs around the country and overseas

Additional dining privileges at the private Itasca Country Club and Ridge Country Club

Endless opportunities to network with your peers

Belonging to one of the finest transportation organizations in the country

We sincerely thank you for your continued support of the club and encourage all of our members to become more involved, possibly by joining one of our many committees.

The Membership Committee

# **Scholarship Awards Presented**

Following the March 17th Executive Series luncheon, Frank Moczulewski, Chairman of our Scholarship Committee, was pleased to present scholarship awards to this year's winning students. The committee was gratified that so many students took the time to participate in this year's awards program, and hopes that even more students will do so next year. The committee also wishes each student much success in the pursuit of their desired degrees and in their endeavors following graduation.

Below are the names of this year's winning students:

Amanda Danzl Viterbo University La Crosse, Wisconsin

Tyler Gannon St. Ambrose University Davenport, Iowa

Claire Lindberg DePaul University Chicago, Illinois Natalie Nelson Bellarmine University Louisville, Kentucky

Meagan Pagano University of Illinois Urbana-Champaign, Illinois

Robert Schmittgens Quincy University Quincy, Illinois Bianca Tomlin Eastern Illinois University Charleston, Illinois

Meghan Walsh Millikin University Decatur, Illinois

Alexander Yant University of Wisconsin Madison, Wisconsin



Frank Moczulewski (center), Chairman of the Scholarship Committee, poses with some of the winning students who were present to receive their awards at our March 17th luncheon. Left to right are: Alexander Yant; Bianca Tomlin; Claire Lindberg and Meghan Walsh.

# **Are Your Reps Motivated?**

Your sales compensation plan should be doing more for your business — like providing motivation to acquire new customers and expand business with existing customers. We can help you improve your compensation plans to improve your bottom line results.

Beth Carroll
Sales Compensation Consultant
Transportation Industry Practice Leader
815.485.4711
beth.carroll@cygnalgroup.com



# The Traffic Club of Chicago 104<sup>th</sup> Annual Dinner **Sponsorship Golf Outing**

Wednesday, May 18, 2011
Cog Hill Golf Club - Lemont, Illinois
All sponsoring companies will be recognized on sponsor signs at the golf outing, at the entrance to the general reception on the night of the dinner, in the annual dinner program, on the club's website and in the club's monthly newsletter.    Platinum Level - \$3,000   Entitles you to:   Table of Ten at The Annual Dinner along with One Foursome with Premium Tee Time on "Dubs Dread" home of the BMW Championship Gifts for All Foursome Guests    Gold Level - \$2,000   Entitles you to:   Table of Ten at The Annual Dinner along with One Foursome with Premium Tee Time on "Ravines" Course No. 2   Gifts for All Foursome Guests    Silver Level - \$1,000   Entitles you to either:   Five Tickets to The Annual Dinner or One Foursome with Premium Tee Time on "Ravines" Course #2   Gifts for All Foursome Guests    Friend of the Club - \$500   Hospitality Sponsor   \$500   General Sponsor - \$250
AME
Please fax your sponsorship form to 630-529-1331

## Classifieds

Towne Air Freight is currently seeking qualified candidates to fill Account Executive positions based in our Romulus, MI terminal (DTW), our Brook Park, OH terminal (CLE), and our Elk Grove Village, IL terminal (ORD). Candidates should have 3 years of proven transportation sales experience and be able to prospect, qualify, and close giving formal presentations. Applicants must pass pre-employment drug screens. Interested parties please contact Jerry Metzo at Jerry.Metzo@towneair.com or by phone at 847-427-0830 x2617

Young logistics professional relocating to the Chicago area is seeking employment in freight or passenger transportation. Six years experience in truckload and LTL dispatching for over the road and local carriers. Customer service, safety and maintenance management experience. Direct supervision of drivers including establishing goals and managing in a team building environment. Please contact Doug Burdic at 217-779-1925 or doug burdic@hotmail.com

Transportation professional with extensive 3PL experience is seeking a new opportunity. Experienced in sales, sales management and customer service management. Experience also includes truckload, intermodal, LTL and logistics services. For more information call Chuck Bushell at 630-699-5256.

## 2011-12 Executive Series Luncheon Program Schedule

Continuing to present quality speakers for our Executive Series luncheon programs as well as our half-day Executive Briefings, the Education Committee has confirmed the following dates for our confirmed upcoming programs. Please be sure to mark your calendars and plan to attend these informative programs.

September 15th
Thomas Murphy
Executive Vice President and COO
Polar Air Cargo
Avalon Banquets
Elk Grove Village, Illinois

October 20th
Randy Blankenhorn
Executive Director
Chicago Metropolitan Agency for Planning
– "The 2040 Freight Plan"
Odyssey Country Club
Tinley Park, Illinois

November 17th
Executive Briefing & Luncheon
Program TBA
Fountain Blue Banquets
Des Plaines, Illinois

#### 2012

January 11th
Joint Traffic Club-M.A.R.S. Luncheon
David R. Elliott III, Chairman, Surface
Transportation Board,
Marriott Oak Brook Hills Resort
Oak Brook, Illinois

# Reciprocal Clubs...Another Added Benefit

One of the many benefits that are available to our members is the access to nearly 100 private dining and country clubs around the country as well as overseas. This benefit is due to our association with the DuPage Club, one of the finest private dining clubs in the Chicago area.

One club that we will highlight in this issue is the Kansas City Club located in the heart of downtown at 918 Baltimore Avenue. Founded in 1882, their building resides just across from the central branch of the Kansas City Public Library.

Crystal Room



Bar & Grill



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Both the Crystal Room and Bar Grill are open for Lunch Monday-Friday from 11:30 am to 2:00 pm; and for Dinner Wednesday-Saturday from 5:00 pm to 8:00 pm. Additional private meeting rooms are available for special events. If you ever plan on being in the Kansas City area, and would like to use their facilities, you must contact the Traffic Club office in advance. We will then contact the DuPage Club and they will fax a letter of introduction, requesting use of their facilities for the period of time you request. For more information about the Kansas City Club, please visit their website at: www.thekansascityclub.com

# **Traffic Club Calendar for 2011**

The following is a listing of Club activities that have been scheduled for 2011. Please be sure to mark your calendars accordingly, so that you don't miss any of these important events.

- Apr 1 Membership Committee meeting
  - 5 Skybox Night at the United Center Chicago Bulls vs. Phoenix Suns
- Apr 11 House Committee meeting
- Apr 11 Board of Governors meeting
- Apr 21 Executive Briefing & Luncheon, "Business Relationships" Fountain Blue Banquets, Des Plaines, IL
- 6 Membership Committee meeting
- 9 House Committee meeting
- May 9 Board of Governors meeting
- May 18 Annual Dinner Golf Outing, Cog Hill Golf Club Lemont, IL
- May 19 104th Annual Dinner, Sheraton Chicago Hotel & Towers. Guest speaker: Lt. General Russel Honore, USA (retired)
- 9 1st Golf Outing of the Season, Jun Whisper Creek Golf Club, Huntley IL
- Jun 13 House Committee meeting
- 13 Board of Governors meeting Jun
- 30 Annual Chicago Cubs/Stadium Club Outing. Chicago Cubs vs. San Francisco Giants. Luncheon 11:30 am, Game Time 1:20 pm
- 8 Membership Committee meeting Jul
- 11 House Committee meeting Jul
- 11 Board of Governors meeting
- 14 2nd Golf Outing, Abbey Springs Golf Club, Fontana, WI

- Jul 29 Dinner Theater Event, Neil Simon's "Broadway Bound", Drury Lane Theater, Oak Brook, IL
- 5 Membership Committee Meeting
  - Board of Governors Meeting
- 11 3rd Golf Outing, Ravisloe Country Club, Homewood, IL
- 2 Membership Committee Meeting Sep
- 8 Final Golf Outing, Orchard Valley Sep Golf Club, Aurora, IL
- Sep 12 House Committee Meeting
- 12 Board of Governors Meeting Sep
- 15 Executive Series Luncheon, Guest Speaker: Thomas Murphy, Executive Vice President & COO, Polar Air Cargo. Avalon Banquets, Elk Grove Village IL
- 22 Annual complimentary Retirees Luncheon Itasca Country Club, Itasca, IL
- Oktoberfest Party, Schnitzel Platz Restaurant, Glendale Heights IL
- Oct 7 Membership Committee meeting
- 10 House Committee meeting
  - 10 Board of Governors meeting
- Oct 20 Executive Series Luncheon, Odyssey Country Club, Tinley Park IL. Guest speaker: Randy Blankenhorn, Executive Director, Chicago Metropolitan Agency for Planning (CMAP)
- Nov 4 Membership Committee meeting
- Nov 14 House Committee meeting
- Nov 14 Board of Governors meeting
- Nov 17 Executive Briefing & Luncheon, Fountain Blue Banquets, Des Plaines, IL. Program TBA

- Dec 2 Membeship Committee meeting
  - 6 Annual Holiday Reception, location TBA
- Dec 12 House Committee meeting
- Dec 12 Board of Governors meeting

### Dates for 2012

- 6 Membership Committee meeting Jan
- Jan 9 House Committee meeting
  - 9 Board of Governors meeting
- Jan 11 Joint Traffic Club-MARS, Luncheon Program. Guest speaker: David R. Elliott III,
  - Chairman, Surface Transportation Board, Oakbrook Hills Marriott Resort
  - 3 Membership Committee meeting
- 9 Finance Committee Meeting
  - 13 House Committee Meeting
- 13 Board of Governors Meeting
- Feb 16 Executive Series Luncheon, Speaker and Location TBA
- 2 Membership Committee meeting
  - 8 Finance Committee meeting
- Mar 12 House Committee meeting
- Mar 12 Board of Governors meeting
- Mar 15 Executive Series Luncheon. Speaker and location TBA
- 6 Membership Committee meeting Apr
- 9 House Committee meeting Apr
- 9 Board of Governors meeting Apr
- Apr 19 Executive Series Luncheon Program, Location & Speaker TBA

# Chicago Area Reciprocal Clubs **Available to Club Members**

#### THE Dupage Club

1901 S. Meyers Road Oakbrook Terrace, Illinois 630-691-1300 Monday-Friday, Breakfast, Lunch and Dinner, 7:00 a.m. - 10:00 p.m. and Saturday, Dinner Only, 6:00 p.m. - 10:00 p.m. Meeting Rooms Available.

#### RIDGE COUNTRY CLUB

10522 S. California Avenue Chicago, Illinois 773-238-9400 Winter Schedule Tuesday-Sunday. Lunch Only 12:00 p.m.-2:30 p.m. Dinner, Wednesday-Sunday from 6:00 pm.- 8:00 pm. Meeting Rooms are Available. Dining Privileges Only. No Golf Privileges.

#### ITASCA COUNTRY CLUB

400 E. Orchard Street Itasca, Illinois 630-773-1800 Tuesday-Sunday, Breakfast, Lunch and Dinner, 7:00 a.m. - 10:00 p.m. and Monday, Lunch Only, 11:30 a.m. - 2:30 p.m. Meeting and Banquet Facilities Available. Dining Only. No Golf Privileges.

#### THE ROSEWOOD RESTAURANT

9421 W. Higgins Road Rosemont, Illinois 847-696-9494 Monday-Friday, Lunch and Dinner, 11:00 a.m. - 11:00 p.m. and Saturday-Sunday, Dinner Only, 4:00 p.m. - 11:00 p.m. Private Meeting Rooms and Banquet Facilities Available.

Nearly 100 private dining and country clubs are available to the members around the country and overseas. To see the list of available clubs please visit our website at: www.traffic-club.org