

The Waybill

News Bulletin of the Traffic Club of Chicago

August 2015



From the Office of the President

August—What's on my mind... Back to School, Traffic Club Education, and Cuba.

August is the month when we get ready to send our kids back to school or off to college. As an adult, school supplies still excite me—even those of the absolutely unnecessary variety. After all, who doesn't want bouquets of freshly sharpened pencils?

School Supply Interesting Facts

Crayola produces nearly 3 billion crayons each year—an average of twelve million daily. Blue is the most popular Crayola color.

In the United States, 79 million students carry backpacks. Of those, more than 92% haul more than 10-22% of their body weight (with the ideal range being 10-15%) and 30-50% report back pain because of their backpacks.

The Traffic Club of Chicago is also getting ready for “Back to School” with our Educational Luncheons and Programs Series. Our always exciting Transportation Night is just around the corner. Please mark your calendars with the following dates and let's learn together.

Wednesday, September 9, 2015:

Intermodal Forum

Tuesday, October 13, 2015:

Transportation Night

Wednesday & Thursday, Oct. 13-14:

October Business Symposium

Thursday, November 19, 2015:

Executive Series Briefing

Additional details will be coming... save the dates.



Soon we will be learning what the changes in U.S. and Cuba relations will mean for the Transportation Industry. Cuba currently imports 80% of their food, according to the World Food Program. The U.S. sold \$348 million in agricultural goods to Cuba in 2013 with the top three products consisting of frozen chicken, soybean meal (for animal feed) and corn. While Cuba is far more food secure than some of its neighbors like Honduras and Haiti, they have very little animal and fish protein. If you spend enough time there, you would probably lose weight as the local pizza pub, McDonalds and Starbucks are not on every corner and candy bars are not easy to find.

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New Business Development Symposium to Bookend Transportation Night

The Traffic Club of Chicago has been hosting ‘Transportation Night’ for several years. For 2015, Transportation Night is being expanded to add value to our Association Network and members.

TCC is developing a two day Business Development Symposium titled “Raising the Bar – mentoring, coaching, and training for the business development professional” that will bookend the Transportation Night networking event. Raising the Bar is targeted for individuals in the business development functions (inside/outside sales, marketing, customer service, communications and leadership) across transportation, logistics, distribution, warehousing, and supply chain industries.

Transportation Night had been held at the Rosewood restaurant in Rosemont. Unfortunately the Rosewood has changed ownership and is no longer a viable location for Transportation Night. This year, Transportation Night and the Business Development Symposium will be held at NIU Naperville on October 13 - 14, 2015.

Transportation Night will take place on the first evening of this two day event from 5pm - 8pm. The Traffic Club along with a number of other local and national transportation associations will be exhibiting.

This popular and much anticipated event is a great opportunity for our members to come and visit the Club's booth and say hello to the members who will be volunteering their time. It's also a great venue for you to meet and greet your fellow peers in the industry.

Both members and nonmembers are invited to attend the Transportation Night at no cost. Be sure to bring plenty of business cards for networking!

The pricing structure of the Business Development Symposium, along with speakers, will be released in the near future.

WELCOME NEW MEMBERS

We are pleased to welcome the following new members, who have recently joined the Club.

Daniel Fedor
VerifEye Technologies, Inc.
1212 Hedgerow Drive
Grayslake, IL 60030
312-476-9196
dfedor@verifeye.com

Gary Long
Genesee & Wyoming
4400 Ash Grove Dr. Suite A
Springfield, IL 62711
217-793-7903
gary.long@gwrr.com

James Perrew
AllTranstek
1101 W 31st St.
Downers Grove, IL 60515
270-217-4681
perrew@alltranstek.com

Steven W. Martin
Alpha Technical Services
5100 Underwood Rd.
Pasadena, TX 77507
281-291-7453
smartin@alphatechserv.com

Chris E. Usatuck
Illinois Institute of Technology
919 Dunlop Ave.
Forest Park, IL 60130
708-256-3690
chris.usatuck@gmail.com

John McLaughlin
Tucker Company Worldwide
303 Larch Dr.
Olney, IL 62450
800-229-7780
john.mclaughlin@tuckerco.com

Larry Lloyd
GoRail
1210 Gilroy Rd.
Jackson, MI 49203
202-906-9448
llloyd@gorail.org

Douglas Christiansen
Trans International, LLC
N93 W16288 Megal Dr.
Menomonee Falls, WI 53051
262-253-3500
christiansen@ticominc.com

Join Us for Our Next Golf Outing at Calumet Country Club

The next Golf Outing of the summer will be at Calumet Country Club in Homewood, Illinois on Thursday, August 20th. As always, there will be a contest and prize for each and every hole, including longest drive, closest to the pin, longest putt and much, much more! Shotgun start begins at 1:30 p.m.. Please arrive no later than 12:30 p.m..

Tickets are available by registering online, through email or by phone at 630-529-1333.

— Welfare —

Michael A. Paras (1954 - 2015)

Michael Anthony "Mike" Paras, age 61, a Naperville, IL resident since 2005, formerly of Utah and Colorado, passed away unexpectedly on Thursday, July 30, 2015 at his home in Naperville, IL. He was born on March 29, 1954 in Price, UT, the loving son of Mary Cederholm (nee Kanderis).

Mike attended the University of Utah and received Bachelor of Science degrees in finance and business management. He spent 43 years in the railroad industry, working his way through college and joining the Rio Grande Railroad in 1972. Mike was employed as General Manager of Transportation for the Belt Railway of Chicago since 2005. Throughout his successful career, Mike was a natural leader who inspired those who worked with him.

Gerald Kronblad (1912 - 2014)

Jerry worked for the railroad for 40 years. For 27 years of that he worked for the Manufacturers Junction RR, subsidiary of Western Electric, where he became President and CEO. He volunteered at La Grange Hospital, enjoyed oil painting and woodworking for many years after retirement.

Catherine (Kay) Young (1926 - 2015)

Kay passed away peacefully at Alexian Brothers Hospice Residence, surrounded by her loving family on June 29, 2015. Kay was preceded in death by her loving husband Robert (Bob). Both Kay and Bob enjoyed their long association with the Traffic Club of Chicago.

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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
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2-3 INSERT \$94.00 each
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1/2 PAGE: 4-7/8" w X 6-1/2" h or 7-1/2" w X 4-1/4" h
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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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for your business

You cannot afford to miss Intermodal EXPO! With education, dialogue and networking, EXPO is the essential event for a growing industry.

Register now at IntermodalEXPO.com. Use code **TRAFFIC2015 at checkout for **\$150 off the non-member full registration fee!****

Shippers/BCOs and new members are eligible for complimentary full registrations.
[Click here for details.](#)

Intermodal to the power of EXPO

Sept. 20–22, Ft. Lauderdale, FL | IntermodalEXPO.com



...President's Message

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Aside from food, Cuba's biggest priority may come in wanting to place investments in infrastructure, which may be more desperately needed. Companies like John Deere and Caterpillar would love to sell Cuba heavy farming and mining equipment. Cuba has one of the world's largest deposits of nickel.

One of the surprises in the new rules between the U.S. and Cuba allows U.S. companies to sell "tools, equipment, supplies and instruments for use by private-sector entrepreneurs" in Cuba.

Cuba will be home to the largest port in the Caribbean thanks to a joint venture with Brazil, who supplied the financial and technical support. It will be the largest port in both size and volume of activity. The port named Mariel is located 45km west of Havana.

Exciting for U.S. business and even more exciting for the Cuban citizens, it remains to be seen. "Interest in Cuba has always exceeded its potential as a market,"

For now, a U.S. traveler may bring back no more than \$100 worth of tobacco and alcoholic products combined, so no Cuba cigar parties yet.

I am sure we will be learning much more about Cuba in the months ahead.

Finally in closing, the month of August honors Hug Your Boss Day on August 23. So hug your boss and have a good month.



Lynn Musillami
President Traffic Club of Chicago, 2015

Recap: Golf Outing at Abbey Springs

The Traffic Club golf outing at Abbey Springs took place on Thursday, July 23rd, 2015. This event was attended by over 40 golfers and volunteers. We could not have asked for better weather at this outing!



Looking for Contest Sponsors

The 2015 summer golf season is in full swing with our next golf outing being held on August 20, 2015 at Calumet Country Club golf course in Homewood, IL. The golf committee is still looking for companies who would like to help support the outings by being a contest sponsor at one or all of the remaining outings. The cost is a nominal fee of \$75, of which \$50 is given out as the prize to the winner of the contest sponsored. The remaining \$25 goes towards the door prizes that are given out following the dinner. For those not interested in sponsorship, you can still help by donating a door prize. Interested companies should contact the Club office by email at staff@traffic-club.org, or by phone at 630-529-1333.

shipping to Russia is at your fingertips
RCL Agencies Inc., agents for Charter Container Line
Email: rcl@oceanfreight.com

NORTH AMERICAN WAREHOUSING COMPANY
Hans S. Bauer
VICE PRESIDENT-BUSINESS DEVELOPMENT
5350 W. 70th Place
Bedford Park, IL 60638
www.nawarehouse.com
Cell (630) 415-7577
Phone (708) 552-8143 ext. 306
Fax (708) 496-8961
hbauer@nawarehouse.com



The Golf Committee

**Invites You and Your Guests to Attend...
Our Golf Outing at Calumet Country Club
Thursday, August 20th, 2015**

**Shotgun Start at 1:30 p.m.
Please arrive
no later than 12:30 p.m.**

***A Contest and Prize
for Each and Every
Hole!***

***Longest Drive,
Closest to the Pin,
Longest Putt, Plus
Much, Much More!***

***No Cancellations After
August 14th, 2015***

CALUMET COUNTRY CLUB

**2136 175th St.
Homewood, IL 60430**

**Golf & Dinner \$130.00
Golf Only \$85.00
Dinner Only \$50.00**

Dinner at 6:00 p.m.

Registration Options:

Online at www.traffic-club.org
Email staff@traffic-club.org
Call 630-529-1333

TRAFFIC CLUB OF CHICAGO
800 Roosevelt Rd. Suite 312-C
Glen Ellyn, IL 60137
630-529-1333 FAX 630-790-3095
Email staff@traffic-club.org

**Calumet Country Club
Homewood, Illinois**

ON-COURSE CONTEST EVENTS SPONSORSHIP FORM

Chairman,

Please accept our **On-Course Contest Events** Sponsorship of \$75 for the Traffic Club of Chicago Golf Outing at Calumet Country Club on August 20th, 2015.

Name: _____ Company: _____

Phone: _____ Email: _____

Door Prize donations are also accepted. If interested, please specify donation: _____

Please email or fax this form to TCC staff (see contact information above), and an invoice will be sent via email

Traffic Club Dues = Priceless Benefits

Whether you are a Resident, Non-Resident or Young Professional 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 Millhurst Charhouse & Banquets, 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

— Classifieds —

Northbrook, IL privately owned automotive chemical manufacturer and distributor is seeking a Sr. International Logistics Manager. Bachelor degree required. 5-10 years of experience in managing an International logistics department. Monitor operations to ensure compliance of International and U.S. regulations. Responsible for handling the technical details of international transportation, multiple modes, complex documentation and varying customs regulations, developing distribution strategies and building relationships with logistics intermediaries. Directly supervise team members, evaluate performance and develop skills through leadership and training. Must have excellent oral & written communication skills. Advanced PC skills required. Knowledge of AS400 system would be helpful. Bilingual in Spanish language is a plus. If interested in working with a growing, fast paced company, please send your resume to: dromanazzi@oldworldind.com

Transportation professional with over 15 years of experience and ability is looking for an organization that needs an account manager or operations excellence. Past positions include dedicated operations, terminal manager, materials planner and regional sales manager. Looking to use my knowledge and abilities to help an organization achieve their goals and strategic plans. Contact Mike at 219-381-6725 or email me at mike100e@sbcglobal.net

Looking for new opportunities. Software development and Information Technology professional with over fifteen years of experience successfully developing, integrating and supporting software solutions for the logistics and transportation industry. Eight years of experience managing teams and project leadership. TMS and WMS experience, Microsoft and ConnectShip certified. Contact Alex at (847)282-4471

A growing Non-Asset Based 3PL in the Chicago area is looking for sales people. Geographically looking for people located in IL, IN, MI, IA, WI, MN. LTL and FTL experience required. Intermodal experience a plus. Contact Mike at 219.682.0708 or email him at mike.shea@modetransportation.com

3PL in Chicago looking for a sales rep with a background in air freight and expedites. Salary range: 50 – 100K with bonus on GP. Interested parties send resumes in MS Word format to: ablrecruiter@gmail.com or call Dan Auslin @ 630-234-2713

SAGE Truck Repairs & Maintenance in Merrillville, IN 46410 is opened for business (3 miles West of I-65 Exit 253 off US 30). PMs, Factory Diagnostic Software, DOT Inspections, Complete Diesel Truck Repair, Engine Rebuilding, Repower & Tuning, Transmissions, Electrical, AC, Clutch & Drive Line, Brakes, Suspension & Welding. 24 hour towing, call us now! (219) 472-0343 or email brian.dowling@sagetruckrepairs.com

Innovative Transport Solutions in Bensenville, IL 60106 is hiring Local/OTR drivers with CDL Class A. Great pay, call us now! (630) 350-2402 or email sales@innovativetransportsolutions.com

Gateway Coordinator - BDP International seeking individual with 3-5 years Gateway experience. Also experience in negotiating airline rates. Hazmat Certification a plus or must be able to pass Hazmat. Please email resume: smccarthy@bdpnet.com Transportation Sales, Elk Grove IL based company seeks an aggressive sales oriented individual with good communication skills, freight sales and or freight brokering experience. TL, LTL, local, national and Int'l. Please e-mail responses to: frtbroker@aol.com 708-606-2150

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2015 Executive Series Luncheon Program Schedule

The Education Committee has been hard at work, lining up some exciting, timely and informative luncheon programs for 2015 that should be of interest to our members and your guests. Please be sure to mark your calendars for these dates, and kindly forward this information on to anyone you feel would be interested in attending these programs.

September 9

Intermodal Forum
An Executive Briefing
Avalon Banquets
1905 E Higgins Rd.
Elk Grove Village, IL 60007

October 13 & 14

Business Development Symposium for Transportation and Logistics Sales Professionals
NIU Naperville
1120 E. Diehl Rd.
Naperville, IL 60563

November 19

“The South Side”
An Executive Series Lunch
Location TBA

Retirees Luncheon Set for September 10th

Attention Honorary members! This is just a reminder to mark your calendar and plan to attend his year’s complimentary luncheon recognizing your support of the Club over the years. The date is Thursday, September 10th and the location for the luncheon will once again be Itasca Country Club.

The day will begin with a social period beginning at 11:15 am, followed by a wonderful buffet luncheon at 12:30 pm. The luncheon is only complimentary to our honorary members. For those retired members wishing to bring your spouse or a friend, the cost for their ticket is a nominal \$28.00 per person.

This luncheon is also open to the general membership and anyone who would like to attend is welcome. Your cost to attend is the same as a retiree’s guest. We especially hope that our board members will plan to join us that day to offer their thanks for all the support that these retired members have given to the Club over their many years as active members. To register, please contact staff at staff@traffic-club.org.

Locations for Our 2015 Summer Outings Announced

Golf Committee Chairman Ron Mazmanian announced that the committee has selected most of the dates and locations for this year’s outings. This includes a “new” private country club golf course that we have never played before. Below are the remaining dates and locations for those courses that have been selected for this year.

August 20

Calumet Country Club
Homewood, IL “New”

September 24

Thunder Hawk Golf Club
Zion, IL



Visit our website:
www.traffic-club.org

MEMBERSHIP CHALLENGE 2015...LOOKING FOR A FEW GOOD MEMBERS

All we ask is that each of our members tries to bring in just *One New Member*. That’s all ... just *One New Member*.

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 2015 another successful membership drive year!

THE TRAFFIC CLUB OF CHICAGO

Application for Membership

Resident - \$280

Anyone residing within a 75 mile radius from City Hall Chicago

Non-Resident - \$80

Anyone residing outside a 75 mile radius from City Hall Chicago

Young Professional - \$80

First time applicant, age 30 or younger. Can reside within or outside the 75 mile radius from City Hall Chicago

PRINT Applicant's Name _____ Date of Birth _____

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

Other _____

Signature _____ Date _____

Sponsor _____ Card No. _____

FOR CLUB USE ONLY

Year No. _____ Amount Paid \$ _____ Elected _____ Member No. _____

PLEASE FAX YOUR APPLICATION TO THE CLUB OFFICE AT: (630) 790-3095

Traffic Club Calendar for 2015

The following is a listing of Club activities that have been scheduled for 2015. Please be sure to mark your calendars accordingly, so that you don't miss any of these important events.

Feb 6	Membership Committee Meeting	May 11	Board of Governors Meeting	Sep 4	Membership Committee Meeting
Feb 9	House Committee Meeting	May 13	Annual Dinner Golf Outing, Cog Hill Golf Club, Lemont, IL	Sep 9	Intermodal Forum, An Executive Briefing, Avalon Banquets, Elk Grove Village, IL
Feb 9	Board of Governors Meeting	May 14	108th Annual Dinner, Fairmont Chicago, Millennium Park downtown, Speaker TBA	Sep 10	Annual Complimentary Retirees Luncheon, Itasca Country Club, Itasca, IL
Feb 19	Executive Series Luncheon, Ditka's, Oakbrook Terrace, IL Speaker: Darren Hawkins, President, YRC Freight	Jun 5	Membership Committee Meeting	Sep 14	Board of Governors Meeting
Mar	March Madness Virtual Event	Jun 8	Board of Governors Meeting	Sep 14	House Committee Meeting
Mar 6	Membership Committee Meeting	Jun 25	1st Golf Outing of the Season, Pinecrest Golf Club, Huntley, IL	Sep 24	Final Golf Outing, Thunderhawk Golf Club, Zion, IL
Mar 9	Board of Governors Meeting	Jul 10	Membership Committee Meeting	Oct 2	Membership Committee Meeting
Mar 19	Executive Series Luncheon, Chandler's, Schaumburg, IL Speaker TBA	Jul 13	Board of Governors Meeting	Oct 12	Board of Governors Meeting
Apr 3	Membership Committee Meeting (tent)	Jul 13	House Committee Meeting	Oct 13-14	Business Development Symposium for Transportation and Logistics Sales Professionals, NIU Naperville, Naperville, IL
Apr 13	Board of Governors Meeting	Jul 23	2nd Golf Outing, Abbey Springs Golf Club, Fontana, WI	Oct 15	Executive Series Luncheon Program, Location & Speaker TBA
Apr 13	House Committee Meeting	Jul 29	Cubs Outing	Nov 6	Membership Committee Meeting
Apr 16	Joint Executive Series Luncheon	Aug 7	Membership Committee Meeting	Nov 9	Board of Governors Meeting
May 1	Membership Committee Meeting	Aug 10	Board of Governors Meeting (tent)	Nov 12	Brew Pub Happy Hour
May 11	House Committee Meeting	Aug 20	3rd Golf Outing, Calumet Country Club, Homewood, IL	Nov 19	Executive Series Luncheon, Location, Program & Speaker TBA
		Aug/Sep	Ravinia Networking Event	Dec	Annual Holiday Reception

Chicago Area Reciprocal Clubs Available to Club Members

MILLHURST CHARHOUSE & BANQUETS

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.

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.

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.*

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