

The Waybill

News Bulletin of the Traffic Club of Chicago

December 2013



Season's Greetings



The Club's Officers and Directors wish all of our members and their families, a safe and joyous holiday season with the hope that the New Year brings you a bounty full of health and prosperity.

President's Message

Season's Greetings to all! As you may know, this will be my last formal correspondence to you as your president. There is so much I could say today, but our executive director has asked me to keep it within a reasonable timeframe.

Bill Fors has been the captain of my ship during my term, and I sincerely appreciate his guidance. It has truly been a learning experience for me, and I also want to take this opportunity to acknowledge and thank our experienced and seasoned board of governors, and all the committee chairs who have provided value to me throughout the year.

My mentor and dear friend George Baima deserves a round of applause for his coordination of this year's very successful annual dinner. Besides the dinner, we've had a very productive year with our Executive Series luncheons, golf outings and other networking events. The Membership Committee is close to reaching 100% of this year's goals, and I commend them for their hard work in continuing to grow our membership.

During my term, and with the help of Gabriel Forir, chairman of our Scholarship Committee, we increased this year's scholarship awards from \$10,000 to \$13,000. This is a positive sign that should continue as Gabe passes the reins to Tom Tisa, who will chair the committee in 2014. I would be remiss if I didn't take the time to also thank all the member companies, who helped support the club through their sponsorship of the numerous programs and events we presented this year. Their support is sincerely appreciated, and we look forward to their continued support in the future.

I'm also very proud to announce that the board has unanimously voted to approve a new scholarship award named the George Baima Scholarship Award. This award honors George for his unwavering commitment and dedication to the Club, especially his devotion to the scholarship program which he has championed over these many years.

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WELCOME NEW MEMBERS

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

Everett Engle
District Sales Manager
American Railcar Leasing
15 Spinning Wheel Road, Suite 108
Hinsdale, IL 60521
630-325-4600
eengle@arleasing.com

David Clugg
Director Business Development
Salco Products
1385 101st Street, Suite A
Lemont, IL 60439
630-685-4628
david_clugg@salcoproducts.com

Ryan Casillas
Cathay Pacific Cargo
Cargo Sales Executive
P.O. Box 661035
Chicago, IL 60666
773-686-3000
ryan_casillas@cathaypacific.com

Alireza Talebpour
Student
Northwestern University
5415 N. Sheridan Road, Apt. 1405
Chicago, IL 60640
847-644-2870
alirezatalebpour2014@u.northwestern.edu

Robert Infantino
Director of Operations
Par Logistics, Inc.
1251 N. Plum Grove Road, Suite 120
Schaumburg, IL 60173
847-519-1990
rinfantino@parlogistics.net

Patricio Azcunaga
Student
Northwestern University
1575 Oak Avenue
Evanston, IL 60201
847-904-3212
pazcunaga@u.northwestern.edu

Meredith Schaefer
Student
Northwestern University
314 W. Harrison Road
Lombard, IL 60148
630-2479619
mer.schaefer@gmail.com

...New Members Cont'd

Brian Vasquez
Sales Representative
Par Logistics, Inc.
1251 N. Plum Grove Road, Suite 120
Schaumburg, IL 60173
847-519-1990
bvasquez@parlogistics.net

William Dorris
Vice President
Railworks Track Services, Inc.
512 Twin Rail Drive, Suite 400
Minooka, IL 60447
815-521-3340
bdorris@railworks.com

Cheng Gong
Student
Northwestern University
1125 Davis Street, Apt. F2
Evanston, IL 60201
847-527-9229
chenggong2013@u.northwestern.edu

Ahmed Alkady
Student
Kellogg School of Management
20116 ½ Sherman Avenue, Apt. N2
Evanston, IL 60201
847-912-7457
ahmedalkady@gmail.com

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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.

Gabriel Forir
Director of Business Development
A&R Logistics
1330 Lake Robbins Dr. / Suite 215
The Woodlands, TX 77380
815-941-6561
gforir@artransport.com

Chuck Compton
Chief Administrative Officer
Chicago, South Shore & South Bend R.R.
219-874-9000 – ext. 210
ccompton@anacostia.com

Robert Retzlaff
202 Windsor Drive
Fairhope, AL 36532
251-517-7045

The Waybill



published by

THE TRAFFIC CLUB OF CHICAGO
201 E. Army Trail Road, Suite 100-A
Bloomington, 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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Executive Director
William Fors

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
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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.

Designed by Nite Owl Prints



S-O-L-U-T-I-O-N-S

CWS is one of North America's leading transportation companies operating over 1500 trucks and 4500 trailers in 37 states, Canada and Mexico. We are one of the top providers of JIT transportation service to Ford, General Motors and Chrysler. In business for over 30 years we provide a financially strong and secure business model. Offering warehousing, cross dock operations, yard management services, logistics and safety support within the assembly plants. In addition we provide kitting, and sub-assembly work as well as JIT over the road transportation service to every American automotive assembly and stamping plant in North America. We also move coils of steel that are utilized to make body parts.

We deliver cost effective solutions to the needs of the American automotive industry and have for over 30 years.

For more information on how we may provide solutions for your logistics needs please contact us at:

George Drain

800-832-7036 Ext 1224

Steve Plake

800-832-7036 Ext 1253

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 made available through 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 Saginaw Club located in Saginaw, Michigan.

The Saginaw Club which was founded in 1889 and is conveniently located in downtown Saginaw at 219 N. Washington on the corner of Washington & Johnson Street. The Club accommodates both formal and casual dining for lunch and dinner. They offer private rooms for dining and meetings and can accommodate 200 people in our ballroom on the third floor.

Their Grill Room is open Mon-Fri. from 11:45am – 2:00pm. Lunch is served Mon-Fri. from 11:45am – 2:00pm. Dinner is available Thu-Fri-Sat. from 6:00pm – 8:30 pm. and the Members Bar is open Mon-Fri. from 11:00am – 2:00am closing. Remember, when using reciprocal club facilities you need to contact the Traffic Club office as to which club and the date you wish to use their facilities. We will then send a letter of introduction to that club on your behalf.



The Saginaw Club formal dining room

...President's Message

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This annual award will be bestowed on the top scoring student applicant. In addition, as president I have granted a one-time donation of \$1,000 to begin this prestigious scholarship award.

Through my direction and the support of the board, you will be seeing additional outside sponsorship in the future. For this year's holiday reception, Allstate Benefits will be featured as our first corporate sponsor. Bob Ognar, who represents Allstate will also be joining the Club as a Resident member. We heartily encourage more corporate sponsorships, and the vast mutual benefits they will bring.

With the help of my board, I am proud to turn over a strong financial Club with a growing membership to Craig Boroughf, who will serve as your next president. Craig processes a skill set that represents the shipper's point of view, and is a true asset to our organization. I wish Craig, the incoming board and all our members the very best. It has been an honor and a privilege to serve as your President.

Season's Greetings,
Eddie Beard

Scholarship Application Reminder

Applications for the Scholarship Committees 2014 awards program were sent to the members quite some time ago. If you don't recall receiving this application, please contact the Club office and we resend you another application. For those of you who received the application via e-mail, the application is designed whereby the student can fill out the application electronically and return it to the Club office by e-mail upon completion.

The Club office will not contact any students to inform them that their application and/or other required documentation are incomplete. It is the sole responsibility of the student to see that their application and all other required documentation is received by the Club office postmarked no later than January 24, 2014. Applications or any other required information that is received after this deadline date will not be accepted by the committee and will be returned to the student.



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MEMBERSHIP CHALLENGE 2013...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 2012 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) 529-1331

...New Members*continued from page 2*

Stephanie Kuntzman
Sales Manager
BNSF Railway
80 44th Avenue NE
Minneapolis, MN 55421
206-619-7683
Stephanie.kuntzman@bnsf.com

Lauren Bruns
Student
Northwestern University
2014 Sherman Avenue, #3
Evanston, IL 60201
216-570-5769
lbruns2014@kellogg.northwestern.edu

Andy Laurent
Director of Marketing & Sales
Chicago, South Shore & South Bend RR
505 N. Carroll Avenue
Michigan City, IN
219-874-9000 ext. 212
alaurent@anacostia.com

Matthew Beamer
Student
Northwestern University
307-797-8045
4716 N. Racine Avenue, Apt. 2E
Chicago, IL 60640
matthewbeamer2018@u.northwestern.edu

Joshua Pachol
Student
Western Illinois University
19733 Mokena Street
Mokena, IL 60448
630-337-3810
jd-pachol@wiu.edu

An Open Invite from T.O.T.S.

Are you retired or soon to be retired from the industry? If so, the Transportation Old Timers, an organization of retired transportation executives would like to invite you to become a member. The T.O.T.S. hold a luncheon twice a year, one at LaGrange Country Club and the other at Itasca Country Club. Members receive a quarterly newsletter and the luncheons offer you the opportunity to socialize with your fellow retired peers from the industry. For those who would like further information, please contact Gene Schmittgens at 708-748-5366 or e-mail at: epsnets@yahoo.com

Speaker's Gift Presented

Virginia Albanese, President and CEO, FedEx Custom Critical, is presented her speaker's gift by Education Committee Chair Emeritus, Dennis Grim following her presentation "Expedited 2.0 - More Than Speed is What Customers Need?" The presentation was made at our November 21st Executive Series luncheon at the Avalon Banquets in Elk Grove Village, IL. Looking on is Education Committee chairman Jim Giblin.

All 2014 Golf Dates and Locations Have Been Finalized

Golf chair Ron Mazmanian has announced that the committee has finalized all of the dates and locations for next year's tournament outings, which includes a new course being selected for the first time. Below are the dates and locations for these outings. If you have any suggestions on golf courses for future outings please give Ron a call. His number is 262-770-7129.

May 14

Annual Dinner Golf Outing
Cog Hill Golf Club
Lemont, Illinois

June 12

Hawks View Golf Club
Lake Geneva, Wisconsin

July 17

Orchard Valley Golf Club
Aurora, Illinois

August 21

Blackstone Golf Club "New"
Marengo, Illinois

September 25

Geneva National Golf Club
Lake Geneva, Wisconsin

Be sure to mark your calendars and join us on the tee next year for another great selection of quality golf courses.

2014 Executive Series Luncheon Program Schedule

Continuing to present quality speakers to our members and their guests, the Education Committee has confirmed the following dates for 2014. Please be sure to mark your calendar, and plan to attend these very informative programs.

January 15

Joint Traffic Club - Midwest Association of Rail Shippers luncheon. Marriott Oakbrook Hills Resort, Oak Brook, Illinois.
Guest speaker: Joseph Szabo, Federal R.R. Administrator, Washington, DC (tent).

February 20

Location, Program & Speaker TBA

March 20

Joint Traffic Club -CSCMP program
Panama Canal Update
Location, Program & Speakers TBA

April 17

Location, Program & Speaker TBA

September 18

Location, Program & Speaker TBA

October 16

Avalon Banquets, Elk Grove Village, IL
Air Freight Program & Speaker TBA

November 20

Location, Program & Speaker TBA

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 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

— Classifieds —

If you thrive on developing new business and being rewarded through a base salary and lucrative commission plan, as a Senior Business Development Executive, you will help our organization remain competitive and grow by identifying and acquiring new accounts that will have a major strategic impact on the long-term success of the company. The Senior Business Development Executive will lead and oversee the development and growth of profitable new business; develop and maintain effective key customer relationships as well as ensure business growth through directing and managing business development activities. Qualifications: 7-10+ years' direct sales experience; BA/BS degree or equivalent preferred; Supply Chain, Logistics, Warehousing, Manufacturing or related industry experience preferred. Please contact Barbara Goff, Director, Human Resources at 773-269-6952 or barb@optimalfreight.com

First Union Rail seeks a Manager – Tank Car Compliance. This position is responsible for managing company programs and the documentation required to maintain compliance with AAR, US DOT, and other federal regulatory agency rules and directives regarding tank car assets. Candidate must possess knowledge of AAR Interchange Rules, FRA safety standards, and regulatory requirements for tank car assets. College degree is required. Please email resume to michelle.cizmar@wellsfargo.com

Experienced international and domestic logistics and transportation manager is looking for opportunities. Has handled \$25 million worth of business, analyzed alternatives, written transportation logistics safety and security policies. Strong Customer Service Skills. Interested in full time or temporary employment. Contact me at julianbl@sbcglobal.net or 312-408-0663.

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 e-mail 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

First Union Rail seeks a Manager – Fleet Maintenance and Repair. Position is responsible for reviewing and approving estimates for repairs, and performing analyses of repair activity and recommending changes to maintenance practices. Candidate must possess knowledge of AAR interchange rules and car repair billing. An understanding of railcar repair processes and railcar construction preferred. College degree or equivalent work experience desired. Please email resume to michelle.cizmar@wellsfargo.com

Director – Finance

Position located at First Union Rail, Rosemont, Illinois. This position is a senior level position that will work closely with the COO and VP of Finance. This position will conduct ongoing reviews of maintenance budget, conduct cost/benefit analysis of railcar shop expense projects and coordinate accounting policy issues with parent company to include SOX testing and ongoing monitoring of internal controls. Manage the single investor and leverage lease portfolio from an accounting perspective and assist with accounting and finance related IT upgrades and conversions. Candidate must possess 7+ years of accounting experience and knowledge of Generally Accepted Accounting Principles, 5+ years of rail industry experience and 3+ years of project management experience. Proficiency using MS Office tools, specifically Excel, Access and Power Point is necessary. A Bachelor's degree in accounting or finance, Masters degree or CPA certification is required. If interested in applying, please forward your resume to michelle.cizmar@wellsfargo.com

Traffic Club Calendar for 2014

The following is a listing of Club activities that have been scheduled for 2014. Please be sure to mark your calendars accordingly, so that you don't miss any of these important events.

Jan 3	Membership Committee Meeting (tent)	Apr 17	Executive Briefing and Luncheon Program, Location & Speakers TBA	Sep 5	Membership Committee Meeting
Jan 12	House Committee Meeting	May 2	Membership Committee Meeting	Sep 8	Board of Governors Meeting
Jan 12	Board of Governors Meeting	May 12	House Committee Meeting	Sep 8	House Committee Meeting
Jan 15	Joint Traffic Club and Midwest Assn. of Rail Shippers Luncheon, Marriott Oak Brook Hills Resort, Oak Brook, IL Guest Speaker: Joseph Szabo, FRA Administrator	May 12	Board of Governors Meeting	Sep 18	Executive Briefing and Luncheon Program, Location & Speakers TBA
Feb 7	Membership Committee Meeting	May 14	Annual Dinner Golf Outing, Cog Hill Golf Club, Lemont, IL	Sep 25	Final Golf Outing, Geneva National Golf Club, Lake Geneva, Wisconsin
Feb 10	Board of Governors Meeting	May 15	107th Annual Dinner, Sheraton Chicago Hotel & Towers downtown, Speaker TBA	Oct 3	Membership Committee Meeting
Feb 20	Executive Series Luncheon, Speaker & Location TBA	Jun 6	Membership Committee Meeting	Oct 8	10th Annual Transportation Night networking event, Rosewood Restaurant, Rosemont, IL
Mar 7	Membership Committee Meeting	Jun 9	Board of Governors Meeting	Oct 13	Board of Governors Meeting
Mar 10	House Committee Meeting	Jun 12	1st Golf Outing, Hawks View Golf Club, Lake Geneva, Wisconsin	Oct 16	Executive Series Luncheon, Avalon Banquets, Elk Grove Village, IL. Air Freight Program & Speaker TBA
Mar 10	Board of Governors Meeting	Jul 11	Membership Committee Meeting	Nov 7	Membership Committee Meeting
Mar 20	Joint Traffic Club and CSCMP program, Panama Canal Update, Location & Speaker TBA	Jul 14	Board of Governors Meeting	Nov 10	Board of Governors Meeting
Apr 4	Membership Committee Meeting	Jul 14	House Committee Meeting	Nov 20	Executive Series Luncheon, Location, Program & Speaker TBA
Apr 14	Board of Governors Meeting	Jul 17	2nd Golf Outing, Orchard Valley Golf Club, Aurora, IL	Dec 3	Annual Holiday Reception (tent)
		Aug 1	Membership Committee Meeting	Dec 5	Membership Committee Meeting
		Aug 11	Board of Governors Meeting	Dec 8	Board of Governors Meeting
		Aug 21	3rd Golf Outing, Blackstone Golf Club, Marengo, IL		

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