

# The Waybill

News Bulletin of the Traffic Club of Chicago

July 2011

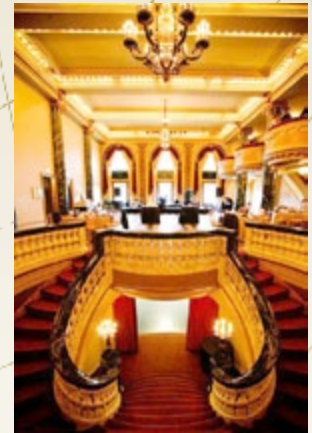


*The Board of Governors wishes all our members and their families a safe and enjoyable Independence Day Holiday!*



## **Annual Holiday Reception Will be Held at the Art Institute of Chicago**

We are pleased to announce that this year's annual holiday reception will be held on Tuesday, December 6th from 6:30 PM to 9:00 PM, in the Ballroom at the School of the Art Institute of Chicago, located at 112 S. Michigan Avenue directly across the street from the Art Institute. For those whom are not familiar with this location, this building was the home of the former Illinois Athletic Club, which was built in 1908. The building went through a \$25,000,000 renovation in 1984-85 when an additional 6 floors were added to the building.



The building was purchased by the Art Institute in 1992 and over the years, the two-story ballroom was restored to its original beauty. Today the upper floors house classrooms for the Art Institute, and the ballroom, located on the 2nd floor is available for outside functions. Once again, the club will be looking to our member companies to help sponsor this much anticipated event. Additional information on the reception as well as sponsorship will be made available in the next couple of months.

**WELCOME NEW MEMBERS**

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

John Tralewski  
Regional Sales Manager  
Trac Intermodal  
211 College Road East  
Princeton NJ 08540  
331-330-6832 – Fax 609-243-0419  
e-mail: jtralewski@tracintermodal.com

Ben Schuchart  
Regional Vice President  
Schneider National  
1 N Dearborn  
Chicago IL 60602  
312-781-8250 – Fax not available  
e-mail: schuchartb@schneider.com

Steven Hartmann  
Manager, Partnerships  
Lynden Transport  
540 W. Galena Blvd. Unit LE  
Aurora IL 60506  
630-270-1850 – Fax 630-897-6171  
e-mail: steveh@lynden.com



Visit our website:  
[www.traffic-club.org](http://www.traffic-club.org)

**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  
Vice President Sales & Marketing  
Vectora Transportation LLC  
30 S. Wacker Drive, Suite 220  
Chicago IL 60606  
502-415-3731 – Fax not available  
e-mail: gforir@vectoratransportation.com

James Keuck  
897 Hampton Drive  
Carol Stream IL 60188  
630-682-0678 – no fax  
e-mail: Keuck@sbcbglobal.net

Kosta Aneziris  
529 Mackinaw  
Calumet City IL 60409  
(708) 514-3373 – Fax not available  
e-mail: kostaaneziris@gmail.com

Kelly Kalilas  
Account Executive  
Salzman Transportation Services  
P.O. Box 3223  
St. Cloud, MN 56301  
320-564-1334 – Fax not available  
e-mail: kkalilas@salzman.com

William Gerst  
Sales & Marketing Executive  
Innovative Transportation Solutions  
140 Eastern Avenue  
Bensenville IL 60106  
630-350-2611 – Fax 630-350-2403  
e-mail:  
william.gerst@innovativetransportsolutions.com

# The Waybill



published by

**THE TRAFFIC CLUB OF CHICAGO**  
201 E. Army Trail Road, Suite 100-A  
Bloomington, IL 60108

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FAX 630-529-1331  
E-MAIL [staff@trfclub-chicago.org](mailto:staff@trfclub-chicago.org)  
WEB [traffic-club.org](http://traffic-club.org)

**Board of Directors**

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Fletcher & Sippel

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**BUSINESS CARD:** 3-1/2" w X 2" h

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**FULL PAGE:** 7-1/2" w X 10" h

ONE TIME	\$225.00
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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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## 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  
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[beth.carroll@cygnalgroup.com](mailto:beth.carroll@cygnalgroup.com)



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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.



## 2011-12 Executive Series Luncheon Program Schedule

The Education Committee has confirmed the following dates for their Executive Series programs through the spring of 2012. Please be sure to mark your calendars and plan to attend one these timely and informative events.

### September 15

Thomas Murphy  
Executive Vice President & COO  
Polar Air Cargo  
Avalon Banquets  
Elk Grove Village, Illinois

### October 20

Randy Blankenhorn  
Executive Director  
Chicago Metropolitan Agency for Planning – “The 2040 Freight Plan”  
Odyssey Golf Club  
Tinley Park, Illinois

### November 17

Executive Briefing & Luncheon  
“International Transportation”  
Fountain Blue Banquets”  
Des Plaines, Illinois

### 2012

### January 12

Joint Traffic Club-M.A.R.S. Luncheon  
David R. Elliott, Chairman, Surface Transportation Board, Washington DC  
Marriott Oak Brook Hills Resort  
Oak Brook, Illinois

### February 16

Ashton Place  
341 75th Street  
Willowbrook, Illinois  
Speaker to be announced

### March 15

Maggiano’s Restaurant  
516 N. Clark Street  
Chicago, Illinois  
Speaker to be announced

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**July Golf and Spa Specials: Book at Value Season Rates for our Golf Packages for July 15-23 and for our Spa Packages July 8-10 and July 15-23!**

EAGLERIDGE.COM      800-892-2269      GALENA, IL

## 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*

## Entertainment Committee Plans Oktoberfest Party

Kathy Knight, chair of this year's Entertainment Committee announced that the committee has for the first time, planned an Oktoberfest Party to be held on Friday, September 23rd at the Schnitzel Platz Restaurant. The restaurant is located at 729 E. North Avenue, just one mile west of I-355 in Glendale Heights, Illinois.



The restaurant is well known for their annual celebration of Oktoberfest, which runs from late September to the first weekend in October. During that time they offer live entertainment, along with a wide range of selections off their special Oktoberfest Menu. Other organizations have used the Schnitzel Platz in the past including the Midwest Foreign Commerce Club and has been highly recommended. Be sure to mark your calendars for what should be a fun-filled evening.

## Other Happenings Around Town

July 5 – The International Air Cargo Association of Chicago (IACAC) will hold its monthly board meeting from 6:00pm to 7:00pm at the offices of Channel Distribution in Itasca, Illinois

July 13 – Air & Ocean Transportation Seminar program, sponsored by Global Training Center. Topics include: Packaging & Transportation Cost; Insurance; Ocean Transportation; Air Freight Transportation; Government Security Initiatives. 8:30am – 4:00pm, Doubletree Suites & Conference Center, 2111 Butterfield Rd., Downers Grove IL. Fee \$545. For information & registration please contact: [www.globaltrainingcenter.com](http://www.globaltrainingcenter.com)

July 20 - Optimizing Your Web Site for Global Sales. Dinner program sponsored by the International Trade Association of Chicago in collaboration with the: Chicago International Trade Commissioners Association; Alliance for Illinois Manufacturing/NORBIC and the Swiss-American Business Council. Presentation by Shari Thurow, Founder & SEO Director, Omni Marketing Interactive. 5:30pm Rosewood Restaurant, 9421 W. Higgins Road, Rosemont, IL. Members \$45; Non-Members \$55. For information please e-mail: [rsvp@itagc.org](mailto:rsvp@itagc.org) or call 773-725-1106.

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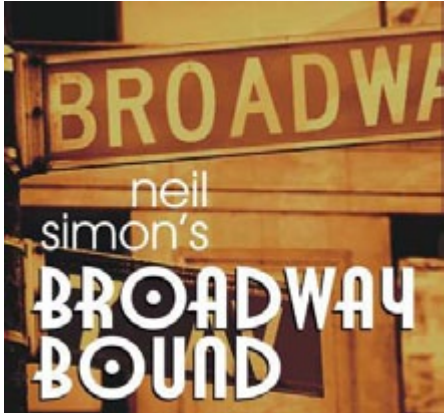

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# THE ENTERTAINMENT COMMITTEE

## Invites you to attend our DINNER AND THEATER EVENT

FRIDAY, JULY 29, 2011

WINNER OF 2 TONY AWARDS



**Drury Lane Theatre**  
100 Drury Lane  
Oakbrook Terrace, Illinois



Broadway Bound is a semi-autobiography of America's most prolific playwright, and is set in Brighton Beach, NY where Eugene Morris Jerome, and his older brother Stanley, have started their careers as professional comedy writers. Determined to break into show business and at the expense of their family members, the brothers use their home life in Brighton Beach as inspiration for a radio comedy skit. While the brothers find success that launches their careers in New York City as television comedy writers, the Jerome family may never be the same.

*"Amazing, the very best of the many great Neil Simon comedies" Chicago Tribune*

*"Expectedly funny and unexpectedly moving" New York Post*

**Dinner & Show \$74.00 Per Person**

*Tickets are limited.  
Valet parking available.*

Dinner – 6:30 pm  
Theatre Showtime – 8:30 pm

*No Cancellations after July 21, 2011*

TRAFFIC CLUB OF CHICAGO  
201 E. Army Trail Road, Suite 100-A  
Bloomington, IL 60108  
630-529-1333 FAX 630-529-1331

**DINNER THEATER EVENT**

Please reserve \_\_\_\_\_ Dinner and Show tickets to the Traffic Club's July 29, 2011 Dinner Theater Event.

Enclosed is our Check for \$ \_\_\_\_\_  Please charge my Traffic Club account number \_\_\_\_\_

Name \_\_\_\_\_ Company \_\_\_\_\_ Phone \_\_\_\_\_

### An Open Invitation From The Transportation Old Timers

Are you retired or soon to be retiring from the industry? If so, the Transportation Old Timers (TOTS), an organization of retired transportation executives would like to invite you to become a member. The TOTS hold a luncheon twice a year, one at Itasca Country Club, and the other at LaGrange Country Club. Members receive a quarterly newsletter and the luncheons offer you the opportunity to socialize with your fellow former peers from the industry. For those of you who are retired and would like to received some additional information, please contact Gene Schmittgens at 708-748-5366 or by e-mail at: meschittgens@att.net

### Be Considerate of Your Fellow Members

As one of your membership benefits, the club makes available in the "Members Only" area of the club's website (www.traffic-club.org), the phone, fax and e-mail address of all our members. This is done in order to let members easily contact one another, thereby promoting the club's mission of fraternity. On behalf of the membership the House Committee requests that club members refrain from using this information for the purpose of generating any unwanted solicitation messages to the membership. The use of member's information for this purpose is unacceptable.

### 3 More Outings Remain for Our 2011 Golf Season

The Golf Committee is presenting an exciting new look to this year's golf outings. Just as our June outing the other remaining outings will be a "scramble" format, with new venues that include a variety of Contests; Raffles; Cash Prizes and Trips. Please be sure to mark your calendar for the remaining dates for this year's season. We look forward to seeing you on the tee.

July 14  
Abbey Springs Golf Club  
Lake Geneva, Wisconsin

August 11 - "New Course"  
Ravisloe Golf Club  
Homewood, Illinois

September 8 - "New Course"  
Orchard Valley Golf Club  
Aurora, Illinois

### The IAC Invites You to Attend Their Monthly Dinner Meetings

The Intermodal Association has an open invitation to anyone who would like to attend their monthly dinner meetings. Their meetings are always held the first Monday of the month at Carriage Green Country Club, located at 8700 Carriage Greens Drive in Darien, Illinois. Their dinners begin at 6:00 pm with refreshments, followed by a buffet dinner from 6:30 pm to 8:00 pm. The cost is \$25.00 per person. For further information please call their office at 708-251-2387.

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dleegibson@aol.com

# The Golf Committee

Invites You and Your Guests to Attend...

*Our Third Golf Outing*  
*Thursday, August 11, 2011*

Shotgun Start at 1:00 p.m.  
Please arrive  
no later than 12:00 p.m.

## RAVISLOE COUNTRY CLUB

18231 Park Avenue  
Homewood, Illinois 60430

*Numerous On Course Events:*

*Raffle Prizes*  
*Door Prizes*  
*Cash Prizes & More!*

Golf & Dinner	\$120.00
Golf Only	\$75.00
Dinner Only	\$45.00

Dinner at 6:00 p.m.

No Cancellations After  
August 5, 2011



TRAFFIC CLUB OF CHICAGO  
201 E. Army Trail Road, Suite 100-A  
Bloomington, IL 60108  
630-529-1333 FAX 630-529-1331

**RAVISLOE COUNTRY CLUB**  
Homewood, Illinois

Chairman,

Shotgun Start 1:00 p.m.

Please reserve \_\_\_\_\_ GOLF \_\_\_\_\_ DINNER tickets to the Traffic Club's Third Golf Outing of 2011, at Ravisloe Country Club on Thursday, August 11, 2011.

Name \_\_\_\_\_ Company \_\_\_\_\_ Phone \_\_\_\_\_

**Remember When...**

Telephone booths could be found on virtually every street corner and in most stores. Times have certainly changed since then, but you can still find a phone booth from time to time.

Although it's missing the phone, club member Andrew Hauser with Ligo Products takes advantage of the seat in an old Centel phone booth, as he makes a business call on his cell phone during a break at our April Executive Series program at the Fountain Blue Banquets.



**M.A.R.S. to Hosts July 11-12 Meeting in Lake Geneva**

The Midwest Association of Rail Shippers has announced it will hold its 237th meeting, July 11-12, 2011, at the Grand Geneva Resort in Lake Geneva, Wisconsin. M.A.R.S. is one of five regional associations under the North American Rail Shippers organization that provides forums for discussion between the railroads and shippers on resolving current rail issues. As in the past, a golf outing will be held on Monday, July 11, followed by a full day of meetings on July 12. Their keynote speaker will be Justine Fisher, Vice President High Yield Research for Goldman Sachs, with many other top level speakers invited for the meeting sessions as well. Hotel accommodations are still available, but the deadline for the special room rate has passed, so standard room rates will apply. To make your reservations please call the resort at 262-248-8811.



**Reciprocal Clubs .... Another Membership Benefit**

Did you know that our relationship with the DuPage Club, one of the Chicago area's premier private dining clubs, allows our members access to over 100 private dining and country clubs around the country and overseas? Members, whether you are traveling on business or if you're with your family, have the opportunity to take advantage of these wonderful benefits.

To take advantage of any of these reciprocal clubs, all you have to do is contact the club office and let us know which club you would like to visit and the date you would be arriving. Once we have that information, we will contact the DuPage Club and they will fax over a letter or introduction on your behalf. Please, do not contact the DuPage Club directly when making these arrangements as this must be done through our club office.

For a full list of reciprocal clubs that are available to you, please visit the club's website at [www.traffic-club.org](http://www.traffic-club.org) Please note: that except for the Chicago area, reciprocal clubs are not available to the members when they fall within a 50 mile radius of either your home or business location.

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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 *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 2011 another successful membership drive year!*

**THE TRAFFIC CLUB OF CHICAGO**

Annual Resident Dues  
\$275.00

**Application for Membership**

Annual Non-Resident Dues  
\$75.00

*Please DO NOT send any payment. You will be billed accordingly.*

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

Other \_\_\_\_\_

Signature \_\_\_\_\_

Sponsor \_\_\_\_\_ Acct. No. \_\_\_\_\_

**FOR CLUB USE ONLY**

Year No. \_\_\_\_\_ Amount Paid# \_\_\_\_\_ Elected \_\_\_\_\_ Member No. \_\_\_\_\_

**PLEASE FAX YOUR APPLICATION TO THE CLUB OFFICE AT: (630) 529-1331**

## 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.

Jul 7 Finance Committee meeting  
 Jul 8 Membership Committee meeting  
 Jul 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  
 Aug 5 Membership Committee Meeting  
 Aug 8 House Committee meeting  
 Aug 8 Board of Governors Meeting  
 Aug 11 3rd Golf Outing, Ravisloe Country Club, Homewood, IL  
 Sep 2 Membership Committee Meeting  
 Sep 8 Final Golf Outing, Orchard Valley Golf Club, Aurora, IL  
 Sep 12 House Committee Meeting  
 Sep 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  
 Sep 22 Annual complimentary Retirees Luncheon Itasca Country Club, Itasca, IL  
 Sep 23 Oktoberfest Party, Schnitzel Platz Restaurant, Glendale Heights IL  
 Oct 7 Membership Committee meeting  
 Oct 10 House Committee meeting  
 Oct 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 "International Transportation" Fountain Blue Banquets, Des Plaines IL Panel members to be announced

Dec 2 Membership Committee meeting  
 Dec 6 Annual Holiday Reception. Ballroom of the School of the Art Institute of Chicago, 112 S. Michigan Avenue  
 Dec 12 House Committee meeting  
 Dec 12 Board of Governors meeting

### Dates for 2012

Jan 6 Membership Committee meeting  
 Jan 9 House Committee meeting  
 Jan 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  
 Feb 3 Membership Committee meeting  
 Feb 9 Finance Committee Meeting  
 Feb 13 House Committee Meeting  
 Feb 13 Board of Governors Meeting  
 Feb 16 Executive Series Luncheon, Ashton Place, Willowbrook IL Speaker TBA

Mar 2 Membership Committee meeting  
 Mar 8 Finance Committee meeting  
 Mar 12 House Committee meeting  
 Mar 12 Board of Governors meeting  
 Mar 15 Executive Series Luncheon Maggiano's Restaurant, Chicago IL Speaker TBA

Apr 5 Finance Committee meeting  
 Apr 6 Membership Committee meeting  
 Apr 9 House Committee meeting  
 Apr 9 Board of Governors meeting  
 Apr 19 Executive Series Luncheon Program, Location & Speaker TBA

May 3 Finance Committee meeting  
 May 4 Membership Committee meeting  
 May 14 House Committee meeting  
 May 14 Board of Governors meeting  
 May 16 Annual Dinner Golf Outing, Cog Hill Golf Club, Lemont IL (tent)  
 May 17 105th Annual Dinner, Location and Speaker TBA (tent)

Jun 1 Membership Committee meeting  
 Jun 7 Finance Committee meeting  
 Jun 11 House Committee meeting  
 Jun 11 Board of Governors meeting  
 Jun 14 1st Golf Outing of the Season Location TBA (tent)

Jul 6 Membership Committee Meeting  
 Jul 9 House Committee Meeting (tent)  
 Jul 9 Board of Governors Meeting (tent)  
 Jul 12 2nd Golf Outing of the Season, Location TBA (tent)  
 Jul 25 Annual Cubs-Stadium Club outing (tent)

## 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](http://www.traffic-club.org)