

# The Waybill

News Bulletin of the Traffic Club of Chicago

July 2014



## *From the Office of the President*

The theme this month is "Teamwork". My inspiration this month actually comes from watching Team USA in the World Cup. I am a very new fan to the World Cup, but it is hard to deny that many of you have been bit by the World Cup bug as well.

If the World Cup has taught me anything, it is that sometimes it takes a tremendous amount of effort to achieve just one goal. It is not uncommon for a team to get shut out in World Cup Soccer. However, the effort expended on the field is extraordinary. And while winning remains the single most important pursuit, giving your best effort regardless of outcome seems (at least to this new observer) more present in the World Cup than in other major events. And this is where Teamwork is so evident. It is rewarding to watch a team work together. It is gratifying to see individuals hold back, wait for others to advance, and while setting a fast pace, understand that getting too far out in front of the team will not help the team win. While this could be said of Soccer, I was describing great team dynamics that happen at work and in our industry.

Transportation is an industry where everyone needs to work together. Shippers and Carriers, matching needs and capabilities, aligning demand and capacity, are all examples of teams working together. There are even teams inside of teams. In our company, Transportation and Logistics works with Sales, Customer Service, and our Plants to achieve the same balance and teamwork. While not easy internally, the effort to be part of a great team externally is tremendous.

It takes time to understand the capabilities and constraints of teammate. It takes effort to communicate your strategy, needs, and goals to other members of the team. And it takes real commitment to adjust your game plan to maximize the strengths of your partners instead of forging through on your own, with single minded determination to get to the goal.

The Transportation industry thrives when partners act as teammates. Our industry creates opportunities to join the team. The Traffic Club of Chicago's members understand the value of those opportunities, and are creators of those opportunities themselves.

As we go to press, unfortunately Team USA lost in the Round of 16. But the effort and display of teamwork was worthy of celebration. Here's to wishing you and your team a winning outcome; and the rewarding feeling that comes from winning as part of a team.

Sincerely,  
Craig Boroughf

## **Motorola Campus Will Host September Program**

The Education Committee has just announced that their fall series of programs will begin on September 11th with an Executive Series Mini Seminar program. Robert Voltmann, President and CEO of the Transportation Intermediaries Association will keynote the program which will run from 8:00 am until noon. Included will be a panel of shippers and third party providers who will address the subject of why we use third party logistics companies, and how do manufacturers and retailers value their services - or do they?

For the first time, the program will be held at the Innovation Center on the Motorola Campus, located at 1297 E. Algonquin Road in Schaumburg, Illinois. A continental breakfast, including time for networking among the attendees is also included. The committee is currently in the process of finalizing which companies will be represented on the panel that morning, and hopes to have further information available to the members in the near future.

## **DuPage Club Changed to Millhurst Charhouse**

It's now official. The new owner of the DuPage Club has changed the name to Millhurst Charhouse & Banquets effective June 1, 2014. Over \$500,000 has been spent remodeling the club, including new kitchen, expanded bar and lounge area, wood flooring and other amenities, with additional remodeling planned for the future. Nothing has changed with regards to reciprocal club privileges that are currently available to our members. Sometime this summer the Millhurst plans to hold an open house, and we will notify our members once this date has been set. Should you wish to visit the Millhurst for lunch, please make your reservations by calling 630-691-1300.

## WELCOME NEW MEMBERS

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

Dave Kozbiel  
Strategic Business Development Mgr.  
YRC Freight  
260 E. Old Chicago Avenue  
Bolingbrook, IL 60440  
708-548-1896  
dave.kozbiel@yrcfreight.com

Bob Larson  
President  
Midwest Express Co.  
301 W. Touhy Avenue, Suite 200  
Des Plaines, IL 60018  
847-827-3400  
bob.larson@midwestexpressco.com

Mike Willey  
National Accounts Executive  
Penske Truck Leasing  
12212 Spire Drive  
Lemont, IL 60439  
708-261-1748  
mike.willey@penske.com

David Wear  
Supply Chain Solutions Manager  
CN  
15840 West Avenue  
312-533-0777  
david.wear@cn.ca

Ronald Piwnicki  
Regional Sales Manager  
Columbus Castings, Inc.  
4220 Connecticut Trail  
Crystal Lake, IL 60012  
614-445-2121  
rpiwnicki@columbuscastings.com

## ...New Members Cont'd

Alex Coghlan  
Consultant  
Human Capital, Inc.  
1111 Bagby Street, Suite 2625  
Houston, TX 77002  
832-460-7371  
acoghlan@humancapitalsearch.com

— continued on page 4

## 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.

Sean Kelly  
Director of Sales, West Coast  
CSX Transportation  
16701 SE McGillivray Blvd  
Vancouver, WA 98683  
360-944-4671  
sean\_kelly@csx.com

Eric Malcolm  
Sr. Sales Exec Enterprise Solutions  
Des Cartes  
6814 W Devon Avenue  
Chicago, IL 60614  
847-800-8490  
emalcolm@descartes.com

Tom Head  
92 Limestone  
Chillicothe, OH 45601  
740-637-1180

Rachael Leggett  
Vice President Strategic Accounts  
XPO Logistics  
303 E. Wacker Drive, Suite 700  
Chicago, IL 60601  
269-330-5969  
rachael.leggett@xpologistics.com

# The Waybill



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](mailto:staff@trfclub-chicago.org)  
WEB [traffic-club.org](http://traffic-club.org)

### Board of Directors

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Craig Boroughf  
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Tri-Air Transportation

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The Treppel Group

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Polar Air Cargo

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RSE Consulting

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Ark Logistics

**Jim Keuck**  
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**Executive Director**  
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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

### ...New Members

*continued from page 2*

Tony Marrazzo  
Business Development Manager  
Penske Truck Leasing  
1200 Busse Road  
Elk Grove Village, IL 60007  
847-952-8427  
anthony.marrazzo@penske.com

Jack Sullivan  
Vice President of Sales  
Penske Truck Leasing  
3850 N. Manheim Road  
Franklin Park, IL 60131  
847-671-0303  
jack.sullivan@penske.com

Ted Kennedy  
President  
Midwest Bulk Transload  
1 Genstar Drive  
Joliet, IL 60435  
847-375-8675  
ted@mbtransload.com

Ajay Rao  
Graduate Student  
Northwestern University  
2013 Ridge Avenue  
Evanston, IL 60201  
224-256-6211  
Ajayrao2013@u.northwestern.edu

### Retirees Luncheon Set for September 11th

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 11th and the location for the luncheon will once again be Itasca Country Club. A flyer for this event will go out to our retired members in the near future.

The day will begin with a social period beginning at 11:15 am, followed by a wonderful buffet luncheon at 12:30 pm. This 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 \$25.00 per person, the same price as last year.

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.

### Career Fair Held at Loyola University

The Club's first ever career fair was held on June 25th at the Corboy Law Center of Loyola University in downtown Chicago. Although the attendance was less than expected, the event was well received by both the exhibiting companies and those who attended the event. Plans are already in the works to hold a similar event sometime in the spring of 2015 while schools are still in session. The director of Loyola University's newly formed supply chain management program has already expressed a serious interest in working with the club in presenting the career fair, and has recommended another location at Loyola's downtown campus. Further information will be forthcoming.

The club's membership committee would like to thank the following companies who exhibited at the fair and helped to get this first time venture off the ground. We hope that they will join us again in 2015.

American Hotel Register  
BCS Placement  
BNSF Railway  
Cathay Pacific Cargo  
CN  
GATX Corporation  
G.E. Rail Services  
J.B. Hunt Transport  
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## Thanks to Our Sponsors

The Golf Committee would like to thank the following companies who were either a contest sponsor or donated door prizes for our first golf outing of the 2014 season on June 12th at Hawks View Golf Club in Lake Geneva, Wisconsin. It is their support that helps to make these summer tournament outings enjoyable and successful events to attend.

A&R Logistics  
 Aim Transfer & Storage  
 Air Canada Cargo  
 American Railcar Industries  
 BCS Placement  
 Best Transport  
 Canal Terminal Company  
 Celtic International  
 Chicago Freight Car Leasing  
 Deven Transport  
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 Flak International  
 Forward Air  
 GE Rail Services  
 Hawks View Golf Club  
 Internet Truckstop  
 Peoplease Corporation  
 RJW Transport Group  
 Russell Logistics  
 T.H. Ryan Cartage  
 Skybitz  
 Trans Audit  
 Transportation Solutions Group

## 2014 Executive Series Luncheon Program Schedule

The Education Committee has been hard at work, lining up some exciting, timely and informative luncheon programs for 2014 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 18

Third Party Logistics Issues  
 Innovation Center, Motorola Campus  
 Schaumburg, IL

### October 16

Air Freight Program  
 Avalon Banquets  
 Elk Grove Village, Illinois

### November 20

Location, Program & Speaker TBA

## Contest Sponsors Needed

Our 2014 summer golf season is in full swing with our first outing being held on June 12th at Hawks View Golf Club in Lake Geneva, Wisconsin. 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 \$75, of which \$50 is given out as the prize to the winner of the contest you sponsor, courtesy of your company. The remaining \$25 goes towards the door prizes that are given out following dinner. If you don't want to be a contest sponsor, you can still help by donating a door prize. Interested companies should contact our golf chairman Ron Mazmanian at 262-770-7129, or the Club office at 630-529-1333.

## Hawks View Outing Starts the 2014 Golf Season

You couldn't have asked for a better day of golf as we started off the 2014 golf season on June 12th at Hawks View Golf Club in Lake Geneva, WI. Although the weather forecast called for a strong chance of thunderstorms, the day ended on a positive note as the storms never materialized. A smaller than usual group of 60 members and guests enjoyed a wonderful day of golf, followed by a fabulous buffet dinner. Topping off the evening was the presentation of the contest awards to 18 lucky winners, followed by a nice assortment of door prizes. As always we want to thank all the companies who helped to make this a successful outing, either as a contest sponsor or through their donation of door prizes.

A special thanks to First Union Rail for their season sponsorship of the \$200 Team Scramble Award, and to Scott Moscrip with the Internet Truckstop, who will donate \$300 in cash door prizes for each of this year's outings. Finally, we would like to thank Lynn Musillami with Tri-Air Transportation and Briana Gunn with CM Services for working the "Cash Back Contest" and for their help with the door prizes that night. Our next outing will be Thursday, July 17th at Orchard Valley Golf Club in Aurora, IL. See you on the tee!

## — Welfare —

**Anthony Kruglinski** – Resident member and Founder and President of Railroad Financial Corporation, and long-time Financial Editor for Railway Age magazine, passed away on June 15th after his long fight with pancreatic cancer. He was 66. Mr. Kruglinski joined the club in 1996 and although he was not an active member, was supportive of the club through his sponsorship of some of the club's social and entertainment events. He began his career in the industry as a Penn Central brakeman, and in 1989 became Financial Editor for Railway Age, the same year that he founded his company. He was a resident of West Orange, NJ where he resided with his wife Doreen at the time of his passing.

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# The Golf Committee

Invites You and Your Guests to Attend...

*Our Third Golf Outing*  
**Thursday, August 21, 2014**

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

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

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201 E. Army Trail Road, Suite 100-A  
Bloomington, IL 60108  
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**BLACKSTONE GOLF CLUB**  
Marengo, Illinois

Chairman,

Shotgun Start 1:00 p.m.

Please reserve \_\_\_\_\_ GOLF \_\_\_\_\_ DINNER tickets to the Traffic Club's Third Golf Outing of 2014,  
at Blackstone Golf Club on Thursday, August 21, 2014.

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



**Rick Williams**  
 E-mail: rick@ranktransportation.com  
 Phone: (630) 855-3053  
 Mobile: (630) 903-4098  
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see page 2 for additional information

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 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 2013 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

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



# A Wonderful Day of Golf at Hawks View Golf Club

Below are just a few of our members and guests who enjoyed a wonderful day of golf at our first outing of the 2014 season on June 12th at Hawks View Golf Club in Lake Geneva, Wisconsin. The day concluded with a fabulous buffet dinner, followed by the presentation of the contest awards, and plenty of great door prizes. Next up is our July 17th outing at Orchard Valley Golf Club in Aurora, Illinois, and we hope to see you there.



## 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 —

Airline Account Executive - Cargo Airline has a position available in the Chicago area for an Account Executive. 5 years of experience in Cargo Sales with an Airline is required and Freighter experience is preferred. Email resumes to: [Ellen.murphy@polaraircsrgo.com](mailto:Ellen.murphy@polaraircsrgo.com)

Local/Regional trucking company in Bedford Park, IL is seeking an experienced dispatcher with at least 5 years of experience. Knowledgeable with Chicago area, TL & LTL, hazmat and routing. Must have good communication skills and basic computer knowledge. Competitive compensation offered. Please email resumes to: [mikeborkowski@bedfordmotor.com](mailto:mikeborkowski@bedfordmotor.com)

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## 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.

Jul 11	Membership Committee Meeting	Oct 8	10th Annual Transportation Night networking event, Rosewood Restaurant, Rosemont, IL	Feb 9	House Committee Meeting	
Jul 17	2nd Golf Outing, Orchard Valley Golf Club, Aurora, IL	Oct 13	Board of Governors Meeting	Feb 9	Board of Governors Meeting	
Jul 31	Cubs vs. Rockies, 1:20 pm game Lunch in the private United Club	Oct 13	House Committee Meeting	Feb 19	Executive Series Luncheon, Location & Speaker TBA	
Aug 1	Membership Committee Meeting	Oct 16	Executive Series Luncheon, Avalon Banquets, Elk Grove Village, IL. Air Freight Program & Speaker TBA	Mar 6	Membership Committee Meeting	
Aug 11	Board of Governors Meeting	Nov 7	Membership Committee Meeting	Mar 9	Board of Governors Meeting	
Aug 11	House Committee Meeting	Nov 10	Board of Governors Meeting	Mar 19	Executive Series Luncheon, Location & Speaker TBA	
Aug 21	3rd Golf Outing, Blackstone Golf Club, Marengo, IL	Nov 20	Executive Series Luncheon, Location, Program & Speaker TBA	Apr 3	Membership Committee Meeting (tent)	
Sep 5	Membership Committee Meeting	Dec 3	Annual Holiday Reception (tent)	Apr 13	Board of Governors Meeting	
Sep 8	Board of Governors Meeting	Dec 5	Membership Committee Meeting	Apr 13	House Committee Meeting	
Sep 11	Annual Complimentary Retirees Luncheon, Itasca Country Club	Dec 8	Board of Governors Meeting	May 1	Membership Committee Meeting	
Sep 11	Executive Series mini-briefing, Innovative Center at the Motorola Campus, Schaumburg, IL	Dec 8	House Committee Meeting	May 11	House Committee Meeting	
Sep 25	Final Golf Outing, Geneva National Golf Club, Lake Geneva, Wisconsin	<b>Dates for 2015</b>			May 11	Board of Governors Meeting
Sep ?	Informal Beer Garden Networking Event in the Rosemont area. Date TBA	Jan 9	Membership Committee Meeting	May ?	Annual Dinner Golf Outing, Cog Hill Golf Club, Lemont, IL Date TBA	
Oct 3	Membership Committee Meeting	Jan 12	Board of Governors Meeting	May ?	108th Annual Dinner, Date & Location TBA	
		Jan 12	House Committee Meeting	Jun 5	Membership Committee Meeting	
		Jan 12	House Committee Meeting	Jun 8	Board of Governors Meeting	
		Jan 14	Joint Traffic Club-Midwest Assn. of Rail Shippers Luncheon, Oak Brook Hills Resort, Oak Brook, IL Guest Speaker TBA	Jun 18	First Golf Outing of the Season, Location TBA (tent)	
		Feb 6	Membership Committee Meeting	Jul 10	Membership Committee Meeting	
				Jul 13	Board of Governors Meeting	
				Jul 13	House Committee Meeting	
				Jul 16	2nd Golf Outing, (tent) location 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](http://www.traffic-club.org)