

# The Waybill

News Bulletin of the Traffic Club of Chicago

March 2013

## *From the Office of the President*

As your President, I wanted to share with you some of the successes we have seen over the last few months.

For those of you that missed the February Executive Series Luncheon, Jeff Rodgers, President of YRC Freight gave an interesting and attention getting program. I was able to chat with Jeff at our table, and he told us how they turned around their safety program after the merger of Yellow and Roadway. As you may know, great safety results are an indication of how well a business runs.

As for our March 21st Executive Series luncheon, Jim Giblin and his committee announced Mike McClelland, Senior Vice President Distribution-Americas, UTi will be their guest speaker at the Carlisle Banquets in Lombard. Be sure to put this great event on your March 21st calendar (held at the Carlisle Banquet Hall in Lombard) so you won't miss out on what Mr. McClelland has in his presentation.

On April 25th, we will be back at Wojcik Conference Center at Harper College for a joint Executive Briefing and Luncheon between the Traffic Club and Mid America Chapter of the US-Mexico Chamber of Commerce. The program will feature discussions on US-Mexico trade and is a timely event you don't want to miss. This program will also sell out quickly so be sure to mark your calendars and get your tickets.

As always, our Skybox Night events at the United Center are a sellout and our recent February 28th Bulls outing was no exception. Kathy Knight, Chair of the Entertainment Committee has scheduled June 13th as the date for our annual Cubs-United Club outing to see our Cubbies take on the Cincinnati Reds. Only 50 tickets will be available for this event, with a limit of 4 tickets per member. This outing is a great way to entertain your customers and the tickets will go fast, so be sure to get your reservations in when the official notice comes out.

As most of you know, I am passionate about increasing our Membership. You have either seen it in print or heard me on my stump, campaigning for each of you to bring in a new member. Accompanied with some very hard work, it seems the message is getting out and I would like to personally thank you for your support. Tom Degan, Chairman of our Membership Committee just sent me an updated Membership Tracking Report. I am excited to report that our YTD total membership vs. our 2013 goal is at 69.9% and our YTD total for Resident membership is at 76.5% of our goal. This is great progress through the end of February, and my thanks to Bill Fors our Executive Director for compiling this information. The additional membership funds will help make our initiatives more sustainable and robust. If you have any ideas that would help with bringing in new members, my door is always open and I look forward to seeing you at one of our many upcoming events this year.

Eddie Beard

## **April 25 Executive Briefing To Focus on US-Mexico Trade**

The Traffic Club of Chicago in conjunction with the U.S. Mexico Chamber of Commerce MidAmerican Chapter is presenting an Executive Briefing on US – Mexico Trade, Trends, Challenges and Opportunities in the Wojcik Center of Harper College on April 25th, 2013 in Palatine, Illinois.

The new normal is “Regional Market Manufacturing and Trade” verses the former paradigm of low cost single sourcing in China and Pacific Rim countries. Manufactures are no longer willing to risk service disruptions to their supply chains when “near shoring” and local transportation and logistics services can eliminate the threat of all the proverbial eggs being in one basket. Companies (and logistics leaders in particular) are no longer willing to deal with repeated break downs in their global supply chains.

This Executive Briefing is about addressing global manufacturing issues that are impacting supply chain strategies. It is intended to help domestic U.S. and Mexican businesses better understand just what is going on internationally and it is designed to show how Midwest companies in general and Chicagoland companies in particular might better develop opportunities in the marketplace that they serve “best.”

This session is all about understanding how local businesses can be competitive and “play” in this fast growing North American Regional Market. This is a place to “get connected” with organizations and individuals who are in the know, currently playing in that market and are looking for partners to better serve those who want to get involved and go deeper within the North American Trading Block.

— continued on page 4

## WELCOME NEW MEMBERS

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

Kathleen Brown  
Consultant  
A.F. Bairstow Trucking  
4821-23 N. Spaulding Avenue  
Chicago, IL 60625  
847-674-6621  
e-mail: not available

Cindy Reetz  
Manager, Sales & Customer Relations  
Excel Railcar Corporation  
28367 Davis Parkway, Suite 300  
Warrenville, IL 60555  
630-657-1100  
e-mail: creetz@excelrailcar.com

Michelle Mejia  
Associate  
Sandler, Travis & Rosenberg, P.A.  
225 W. Washington St. Suite 1640  
Chicago, IL 60606  
312-279-2836  
e-mail: mmejia@strtrade.com

Brad Plunket  
Manager, Rail Fleet Operations  
Excel Railcar Corporation  
28367 Davis Parkway, Suite 300  
Warrenville, IL 60555  
630-657-1119  
e-mail: brad@excelrailcar.com

Thomas Juedes  
Managing Director  
Peakstone Group  
150 N. Wacker Drive, Suite 2500  
Chicago, IL 60606  
312-204-7300  
e-mail: tjuedes@peakstonegroup.com

Colleen Gravina  
General Manager  
Mohawk Global Logistics  
261 E. Lake Street  
Bloomington, IL 60108  
630-994-3026  
e-mail: cgravina@mohawkglobal.com

Jack Crotty  
President  
J.L. Shandy Transportation, Inc.  
10115 Ravenswood Drive  
Saint Johns, IN 46373  
219-365-2000  
e-mail: jack@jlshandy.com

## ...New Members Cont'd

Jared Stedl  
Dir. Midwest Business Development  
Trillium CNG  
700 N. Adams  
Green Bay, WI 920-737-6314  
e-mail: jlstedl@trillium.com

Michelle Morse  
Sales Account Manager  
CBSL Transportation Services, Inc.  
4750 S. Merrimac Avenue  
Chicago, IL 60638  
708-516-0808  
e-mail: michelle.morse@cbsltrans.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.

Donald Devine  
President  
Lakes Logistics LLC  
15361 Highland Place  
Minnetonka, MN 55345  
952-938-5039  
e-mail: don@lakeslogistics.com

Steve Hartmann  
Vice President Sales & Marketing  
Lynden Transport  
18000 International Blvd, Suite 800  
Seattle, WA 98188  
253-677-4920  
e-mail: steveh@lynden.com

Paul Deasy  
President  
Chicago Freight Car Leasing Co  
425 Martingale Road, 6th Floor  
Schaumburg, IL 60173  
847-384-4430  
e-mail: paul.deasy@crdx.com

John Bauer  
TJX Companies  
Framingham, MA  
New title: Chief Logistics Officer

Frank Cole  
Truck Consultant  
SelecTrucks of Chicago  
19521 NE Frontage Road  
Shorewood, IL 60404  
815-553-0075  
e-mail: frank.cole@daimler.com

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

## Board of Directors

**President**  
Eddie Beard  
Ark Logistics

**Vice President**  
Craig Boroughf  
USG Corporation

**Treasurer**  
Lynn Musillami  
Tri-Air Transportation

**Secretary**  
Jeffrey Leppert  
The Treppel Group

## Directors:

**William Doyle**  
P.M. Doyle Teaming

**Bruce Betts**  
Flak International

**Mike Faucher**  
RJW Transport Group

**Paul Deasy**  
Chicago Freight Car Leasing

**Sean Kelly**  
CSX Transportation

**Ken Madejczyk**  
UPS Supply Chain Solutions

**Kathy Knight**  
K.A. Knight Consulting

**Ellen Murphy**  
Polar Air Cargo

**Frank Meidl**  
Union Pacific Railroad

**Tom Tisa**  
CN

**Myles Tobin**  
Fletcher & Sippel

**Jim Keuck**  
BNSF Railway (retired)

**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
2-3 INSERT	\$153.00 each
4 OR MORE	\$145.00 each

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

ONE TIME	\$225.00
2-3 INSERT	\$203.00 each
4 OR MORE	\$191.00 each

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

Designed by Nite Owl Prints



Intermodal Association of  
North America

# Intermodal Operations & Maintenance Seminar

**May 1-2, 2013**

Oak Brook Hills Marriott Hotel  
Oak Brook, Illinois

## *Highlights*

- **FULL DAY OF EDUCATION**, including opening and closing general sessions and topical concurrents
- **EXPANDED NETWORKING OPPORTUNITIES AT:**
  - Welcome Reception – April 30
  - O&M Networking Cookout – May 1
- **TOURS OF REGIONAL INTERMODAL FACILITIES**
- **IANA GOLF OUTING**



Visit [www.intermodal.org/seminar](http://www.intermodal.org/seminar)  
for program details and to register.

## 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*

## ...April 25 Executive Briefing

*continued from page 1*

In an invitation to the Illinois Manufacturers Association, USMCoC Education Chairman Richard Roche CEO of ROCHE Industries said “prepare to discover the economic changes that are favoring the significant expansion of US/Mexico trade. Mexico is going through a period of profound transformation in its manufacturing capacity, technology, and economic & social development. Mexico is rapidly becoming a key player in North American competitiveness. Made in Mexico is fast becoming the new quality standard.”

Experts from both countries will deliver “take home” value for attendees. They include Economist and Global Observer David Hale who will keynote the event. Citi Bank’s Peter Moirano Vice President of Foreign Trade and James Cooke, Editor at Large for DC Velocity and CSCMP’s Supply Chain Quarterly will moderate two important panels.

Panelists will talk about the new Administration in Mexico, the Economy and overall Policy, Legal and Labor issues in both countries. They will also explore how business and the economy is being affected by regional trading blocks and discover how these ramifications impact OEM suppliers, tier two suppliers and third party logistics companies, all of whom are driving and executing much of this bi-lateral change.

Finally, Jose Guillermo Zozaya Delano, President and Executive Representative for Kansas City Southern de Mexico (KCSM) will close the event with his Inside Information & Insight at the luncheon presentation.

Traffic Club Education Committee Chairman Jim Giblin said “This is a can’t miss opportunity for anyone in manufacturing, shipping, retail operations, transportation, distribution, warehousing or logistics anywhere in North America. All members of the Traffic Club of Chicago and all members of the U.S. Mexico Chamber of Commerce should invite their key customers and plan to attend.”

Special pricing is being made available to members of both organizations. Non-members are welcome at non-member rates. This is that one informative event that Mid-America and Chicagoland companies (and business professionals especially) need to attend.

## ...New Members

*continued from page 2*

Steve Wichlacz  
Vice President Sales & Marketing  
Heresite Protective Coatings, LLC  
822 S. 14th Street  
Manitowoc, WI 54220  
414-870-2611  
e-mail: steve.wichlacz@heresite.com

John Powers  
Account Manager  
Alliance Shippers, Inc.  
15515 S. 70th Court  
Orland Park, IL 60462  
708-802-7000, ext. 201216  
e-mail: jpowers@alliance.com

Charles Black  
Director, Transportation  
EVRAZ North America  
200 E. Randolph Drive, Suite 7800  
Chicago, IL 60601  
312-533-3530  
e-mail: charlie.black@evrazna.com

Jonathan Karel  
Regional Sales Manager  
Strick Group  
8600 Suntree Drive  
Zeeland, MI 49464  
616-953-9432  
e-mail: jkarel@diamatrix.net

Michael Moore  
Vice President Business Development  
Saturn Freight Systems, Inc.  
P.O. Box 680308  
Marietta, GA 30068  
e-mail: mdmoore@saturnfreight.com

Robert Taylor  
Branch Manager  
TDI Nationwide  
3540 Seven Bridges Drive, Suite 300  
Woodbridge, IL 60517  
630-766-2721, ext. 6406  
e-mail: rtaylor@tdinationwide.com

Troy Bourdages  
National Accounts Director  
Challenger  
300 Maple Grove Road  
Cambridge, Ontario, Canada N3E 1B7  
800-268-2096  
e-mail: troyb@challenger.com



# THE TRAFFIC CLUB OF CHICAGO

*Invites you to attend our*  
**EXECUTIVE SERIES LUNCHEON PROGRAM**

THURSDAY, MARCH 21, 2013

Carlisle Banquets  
 435 E. Butterfield Road – Lombard, Illinois  
 www.carlislebanquets.com



Guest Speaker

**MICHAEL McCLELLAND**  
 Senior VP Distribution, Americas

UTi  
 Grand Rapids, Michigan

Topic

**“Logistics Trends and Insights”  
 Technology – Markets – Carrier Relations**

Mr. McClelland joined the UTi team in 2005 with the acquisition of Concentrek, and in 2011 was promoted to Sr. Vice President Distribution, Americas. In his current role, he is responsible for the four Distribution Groups – Distribution Services (Sammons Trucking & Market Transport), Distribution Solutions and Distribution Management offering both asset and non-asset based solutions. Prior to this role he served as President, North American Transportation Management. Mr. McClelland has over 27 years in the industry with experience in Operations, Industrial Engineering, Sales, Dedicated Fleet and IT.

**EDUCATION COMMITTEE:**

JAMES GIBLIN, *Chairman*  
 Occam Consulting Group

201 E. Army Trail Road, Suite 100-A  
 Bloomingdale, Illinois 60108  
 staff@trfclub-chicago.org • www.traffic-club.org

**TICKETS:** MEMBERS \$45.00 each, and up to 2 GUESTS \$35.00 each  
 NON-MEMBERS \$55.00 EACH

CASH BAR FROM 11:30 A.M. - LUNCHEON PROMPTLY AT 12:15 P.M.  
 TABLES OF EIGHT, INDIVIDUALS WELCOME  
 NO CANCELLATIONS AFTER MARCH 19, 2013

“Follow the Club on Facebook and Twitter”

THE TRAFFIC CLUB OF CHICAGO  
 201 E. Army Trail Road, Suite 100-A  
 Bloomingdale, Illinois 60108  
 (630) 529-1333 FAX (630) 529-1331

**MIKE McCLELLAND**  
 UTi

Please reserve the following tickets for your March 21, 2013 Executive Series Luncheon at the Carlisle Banquets, Lombard, Illinois:

\_\_\_\_\_ Member - \$45.00 each, and up to 2 Guests \_\_\_\_\_ at \$35.00 each      \_\_\_\_\_ Non-Member - \$55.00 each

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

Charge my Traffic Club account number \_\_\_\_\_  Enclosed is my check for \$ \_\_\_\_\_

Please send me information on your organization.

Address \_\_\_\_\_ City \_\_\_\_\_ State / Zip \_\_\_\_\_

**2013 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 2013 with additional event information to be forthcoming. Please be sure to mark your calendar and plan to attend these timely and informative programs.

March 21

Mike McClelland  
Sr.VP Distribution-Americas, UTI  
“Logistics Trends and Insights”  
Carlisle Banquets  
Lombard, Illinois

April 25

“US – Mexico Trade, Trends, Challenges and Opportunities”  
Executive Briefing and Luncheon  
A joint program between the Traffic Club and the US Mexico Chamber of Commerce-Mid America.  
Wojcik Center of Harper College  
Palatine, Illinois

September 19

Shawn McWhorter  
President, the Americas  
Nippon Cargo Airlines  
Avalon Banquets  
Elk Grove Village, Illinois

October 17

South Suburban Location  
Program & Speaker TBA  
Comments & Suggestions are appreciated. Please contact Bruce Betts,  
BAB@flakinternational.com or  
708-856-8880

November 21

Location, Program and Speaker TBA

**Scholarships Awards Will be Presented at April Luncheon**

Gabriel Forir, Chair of the Scholarship Committee has announced that this year’s awards presentation will be moved from March to the April 25th Executive Briefing and Luncheon at Harper College in Palatine, IL. The committee felt that the presentation of this year’s awards would be more appropriate being held in an academic surrounding, and the board was in complete agreement with the committee’s recommendation.

The judging of this year’s applicants are just about completed, and all applicants will be informed of the final results. The names of the winning applicants and their schools will be announced in the April issue of the Waybill. The committee is pleased with the large turnout of applicants this year, and hopes that those who are not among the winning recipients, will not be deterred from applying for next year’s awards program.

**Speakers Gift Presented**



*From left: Club president Eddie Beard watches as Dennis Grim presents YRC Freight president Jeff Rogers with his speaker’s gift following his presentation at our February 21st Executive Series luncheon at the Carlisle Banquets. Also watching the presentation is Education Committee chair Jim Giblin.*

— **Welfare** —

**Norbert Hudoba** – Honorary member and retired Assistant Director of Transportation for the Chicago Association of Commerce & Industry, passed away on February 6 at the age of 84. Mr. Hudoba joined the club in 1966 as Assistant Director of Transportation for the CACI, a title that he held until his retirement in 1992, at which time he was elected to Honorary member status. During his active years as a member, he served as both a member and then chairman of the National Transportation Week committee, as well as a member of the Public Affairs Committee. Upon his retirement Mr. Hudoba and his wife remained in the Chicago, living in East Chicago, IN at the time of his passing.


**Elinor Ellwing** – wife of honorary member Ronald Ellwing, retired Traffic Manager for International Minerals & Chemicals Corporation, passed away on February 22 after a long fight with Alzheimer’s. She was 91. For those who know Ron and would like to offer their condolences, please send them to Ronald Ellwing, 1417 Ruidoso Court, Libertyville, IL 60048.



**EXCEL RAILCAR**  
www.excelrailcar.com

**RAILCAR LEASING**  
Excel Railcar Corporation  
Cantera Lakes Office Campus  
28367 Davis Parkway, Suite 300  
Warrenville, IL 60555  
Phone: 630-657-1100  
Fax: 630-393-1133

**RAILCAR REPAIR**  
Excel Railcar Services, Inc.  
201 S. Alexander Street  
Kenney, IL 61749  
Phone: 217-944-2411  
Fax: 217-944-2249



**Rick Williams**  
E-mail: rick@ranktransportation.com  
Phone: (630) 855-3053  
Mobile: (630) 903-4098  
F a x : (630) 855-5378

**HOT SHOT SERVICES / TRUCKLOADS**  
VAN • SPRINTER • STRAIGHT TRUCK  
FULL, PARTIAL, LTL TRUCKLOAD • FLATBEDS

## United Center Skybox Night Both Bulls & Blackhawks Win

Our February 28 Skybox Night at the United Center was officially a Bulls outing, but you couldn't tell that to those who attended. It just so happened that our record setting Blackhawks were playing the St. Louis Blues the same night, and it was hard to tell which team we were there to see. Between the Bulls on the court and the Hawks on the wide screen TV, it was tough to call. In the end it was a win-win for everyone as the Bulls beat the 76ers 93-82, and the Blackhawks continued their winning streak by shutting out the Blues 3-0. Below are just a few of the happy fans who were in attendance that evening. Our sincere thanks to the CN whose suite they kindly offered to us, and which made this event possible.



## Golf Dates for 2013

Ron Mazmanian, chair of next year's Golf Committee has announced that all but one location has been finalized for the 2013 golf season. Since the Club is moving the Annual Dinner back to its original date in May, the committee will once again feature four regular outings during the summer and two of these courses will be first time venues for our members and guests.

### May 15

Annual Dinner Golf Outing  
Cog Hill Golf Club  
Lemont, Illinois

### June 19

Seven Bridges Golf Club  
Woodridge, Illinois

### July 18

Abbey Springs Golf Club  
Lake Geneva, Wisconsin

### August 15

Odyssey Golf Club "New"  
Tinley Park, Illinois

### September 26

Pinecrest Golf Club "New"  
Huntley, Illinois

**Hole Sponsors** – during the regular golf outings the golf committee will have a contest on every hole and will be looking for companies to sponsor for these hole contests. This is an easy way to get your company recognized and will help to make the outings more enjoyable. For more information please contact the Club office at 630-529-1333 or golf chair Ron Mazmanian at 262-770-7129.

Be well.  
Do well.  
Plan on it.™



Insurance · Investments · Employee Benefits

**Timothy E. O'Donnell**  
Financial Advisor

847-457-3081 Direct  
847-457-3000 Main  
847-457-3100 Fax



COMMERCIAL REAL ESTATE SERVICES

**Scott S. Anderson**  
Vice President

9450 W. Higgins Road  
Suite 550  
Rosemont, Illinois 60018

Direct: (773) 355 - 3021  
Cell: (708) 903 - 4322  
sanderson@lee-associates.com

**Industrial Real Estate**

- Rail Served Facilities • Warehouse/Distribution Facilities •
- Industrial Sites & Land • Acquisition/Disposition •
- Lease Negotiation • Build-To-Suit •

**Ad Space Still Available For Annual Dinner Program**

As it was announced in the February newsletter, advertising will once again be offered in this year’s annual dinner program, and space is still available for interested parties. Both full and half page color ads are offered, but space is limited and will be available on a first come, first serve basis. Those rates are:

- Full Page - \$850.00
- Half Page - \$550.00

Companies wishing to advertise must furnish a completed ad in a PDF format, as the Club will not be responsible for ad layout or design. Further information on ad dimensions and the deadline for receiving ads can be obtained by contacting the Club office at: [staff@trfclub-chicago.org](mailto:staff@trfclub-chicago.org) or by calling us at 630-529-1333.

**Reserve Your Room Now**

The club has reserved a block of rooms for our 106th annual dinner on Thursday, May 16 at the Chicago Hilton Hotel. The hotel is located in the South Loop at 720 S. Michigan Avenue. The club has been given a special room rate of \$189 for single or double occupancy. For those coming into town to attend the golf outing the day before the dinner, this special room rate is also available. To make your reservations, please call their toll free number at 877-865-5320 or make your reservations on line by going to: [https://resweb.passkey.com/Resweb.do?mode=welcome\\_ei\\_new&eventID=10579579](https://resweb.passkey.com/Resweb.do?mode=welcome_ei_new&eventID=10579579). In order to get our discounted rate, you must tell them that you are making your reservations under our “TRA” group code rate. All reservations must be made by April 3rd as any remaining rooms after this date will be released for general sales, so be sure to get your reservations in now.

**Hospitality Suites**

For those companies who wish to reserve a hospitality suite for the night of the dinner, please call Ms. Martha Itulya-Omollo at 312-663-6549. She is the hotel’s Senior Catering Manager and will be working directly with our event that evening. She will be happy to help you with any needs that you may require.

**— Classifieds —**

Landstar Transportation Logistics has an opening for a Region Sales Manager in the Chicago area. Duties include customer sales as well as managing and growing the current Chicago agent base. Transportation sales experience in the Chicago area is required. Salary based on experience, bonus, company car, 401k, medical, phone, and expenses. Submit your resume to [JaxEmployment@Landstar.com](mailto:JaxEmployment@Landstar.com) with “Region Manager – Chicago Area” in subject line.

Experienced Logistics/Transportation Officer recently off from Active Duty now back in Chicago. In-depth Operational and Strategic-level experience coupled with strong management skills. Candidate possesses a unique blend of private sector (US Freightways, Sears Logistics Services, Inc) and military (US Army) Logistics and Transportation successes. Demonstrated ability to lead, train and motivate organizations and people; while promoting long-term professional partnerships. Please contact Clark Burner at: [burncd@hotmail.com](mailto:burncd@hotmail.com).

Saturn Freight Systems, Inc. has an established operations station in ORD and they are looking to add an experienced sales person to that market. Our network helps manage expedited ground, airfreight, LTL, TL and international air and ocean. If you are from the freight industry with some “portable” business and looking to grow please contact John Antus, [jantus@saturnfreight.com](mailto:jantus@saturnfreight.com)

Senior Logistics Manager, Top performing and versatile management professional with over 27 years of broad logistics experience and exceptional analytical, organizational, team building and planning skills. Key strengths include Distribution, Logistics, Shipping, receiving, Carrier Negotiations and others. Contact me at [Ajhauser79@sbcglobal.net](mailto:Ajhauser79@sbcglobal.net), or at 708-606-8635.

19 year veteran in the Chicago land market is looking to represent a quality asset based carrier. I have sold everything from LTL through refrigerated. Done with asset based through brokerage. Proven sales skills with hunter mentality. Please call Scott Signorelli at 630)334-9855 or [scottsignorelli@gmail.com](mailto:scottsignorelli@gmail.com)

Global product sourcing, vendor management and supply chain management leader. My name is Beth Lowry, my expertise is in inventory control, logistics (international and domestic) new product development, sales and marketing in the consumer goods industry. Most recently controlled all sourcing and vendor management for \$75 million in sales with raw materials including plastics, stainless steel and aluminum. On the ground vendor visits in Asia, Central and South America and Europe. I can be reached at 773-871-2363 or by e-mail at: [elizabeth.lowry@att.net](mailto:elizabeth.lowry@att.net)

I hope you can help me with this position. Looking for a full truckload general commodities sales rep. to cover all of Chicago and Milwaukee. The carrier is running 1300 company tractors coast to coast. Salary would be in 100 k dollar range + full benefits and car allow. Please contact Roger Sulkowski at 724-733-1130 or e-mail at: [sulkowski@comcast.net](mailto:sulkowski@comcast.net)

Transportation Sales Professional experienced in Full 3PL – Integrated Supply Chain Solutions (not just Brokerage, but ‘everything’) OR selling Dedicated Contract Carriage. Send resumes or referrals to Allan Medina, Senior Executive Recruiter at [allan@mrtampanorth.com](mailto:allan@mrtampanorth.com) or call (813) 490-3541 or (800) 878-7165 ext.111.

Asset Based Van Truckload Sales Professional (who lives within a 75 mile radius of Chicago) and has experience selling OTR Dry Van Truckload. Send resumes or referrals to Allan Medina, Senior Executive Recruiter at [allan@mrtampanorth.com](mailto:allan@mrtampanorth.com) or call (813) 490-3541 or (800) 878-7165 ext.111.





**Rail Service, Inc.**  
Interplant Railroad Contractor  
Serving the Midwest

Call for 24 Hour Service  
Regional Office:  
P.O. Box 35 • Peru, IL 61354-0098

**Don L. Gibson**  
Project Coordinator  
815-993-8700      dleegibson@aol.com      T. 815-993-8701  
F. 815-339-4044

**Russia / CIS**



**Project & Container Cargo**

[www.oceanfreight.com](http://www.oceanfreight.com)

Transportation & Logistics Marketing Communications  
Media Relations • Advertising • Internet



**JAMES STREET**  
JAMES STREET ASSOCIATES LTD.

[WWW.JAMESSTREETASSOCIATES.COM](http://WWW.JAMESSTREETASSOCIATES.COM)

**THIS SPACE  
COULD BE YOURS**  
*for as little as \$25 a month!*

see page 2 for additional information

**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**

## Traffic Club Calendar for 2013

The following is a listing of Club activities that have been scheduled for 2013. Please be sure to mark your calendars accordingly, so that you don't miss any of these important events.

Mar 1	Membership Committee Meeting	Jun 7	Membership Committee Meeting	Oct 14	Board of Governors Meeting
Mar 11	House Committee Meeting	Jun 10	House Committee Meeting	Oct 17	Executive Series Luncheon, location TBA
Mar 11	Board of Governors Meeting	Jun 10	Board of Governors Meeting	Nov 1	House Committee Meeting
Mar 21	Executive Series Luncheon, Carlisle Banquets, Lombard, IL	Jun 19	1st Golf Outing – Sevens Bridges Golf Club, Woodridge, IL	Nov 11	Board of Governors Meeting
Apr 5	Membership Committee Meeting	Jul 5	Membership Committee Meeting (tent)	Nov 11	House Committee Meeting
Apr 8	Board of Governors Meeting	Jul 8	Board of Governors Meeting	Nov 21	Executive Series Luncheon, location TBA
Apr 25	Executive Briefing & Luncheon, Wojcik Conference Center, Harper College, Palatine, IL	Jul 18	2nd Golf Outing – Abbey Springs Golf Club, Lake Geneva, WI	Dec 4	Annual Holiday Reception, location TBA (tent)
May 3	Membership Committee Meeting	Aug 2	Membership Committee Meeting	Dec 6	Membership Committee Meeting
May 13	House Committee Meeting	Aug 12	Board of Governors Meeting (tent)	Dec 8	Board of Governors Meeting
May 13	Board of Governors Meeting	Aug 12	House Committee Meeting (tent)	<b>Dates for 2014</b>	
May 15	Annual Dinner Golf Outing, Cog Hill Golf Club, Lemont IL	Aug 15	3rd Golf Outing – Odyssey Country Club, Tinley Park, IL	Jan 3	Membership Committee Meeting (tent)
May 16	106th Annual Dinner, Hilton Chicago, International Ballroom. Guest Speaker: Don Mann, former SEAL Team Six member and NY Times best-selling author	Sep 6	Membership Committee Meeting	Jan 12	House Committee Meeting
		Sep 9	Board of Governors Meeting	Jan 12	Board of Governors Meeting
		Sep 19	Executive Series Luncheon, Avalon Banquets, Elk Grove Village, IL	Feb 7	Membership Committee meeting
		Sep 26	Final Golf Outing – Pinecrest Golf Club, Huntley, IL	Feb 10	House Committee meeting
		Oct 4	Membership Committee Meeting	Feb 10	Board of Governors meeting
		Oct 9	9th Annual Transportation Night networking event, Rosewood Restaurant, Rosemont, IL	Feb 20	Executive Series luncheon, Speaker & Location TBA
		Oct 14	House Committee Meeting	Mar 7	Membership Committee meeting
				Mar 10	Board of Governors meeting
				Mar 20	Executive Series Luncheon, Location & Speaker TBA

## Chicago Area Reciprocal Clubs Available to Club Members

### THE DuPAGE CLUB

1901 S. Meyers Road  
Oakbrook Terrace, Illinois  
630-691-1300

*Monday-Friday, Breakfast, Lunch and Dinner; 7:00 a.m. - 10:00 p.m. and Saturday, Dinner Only, 6:00 p.m. - 10:00 p.m. Meeting Rooms Available.*

### RIDGE COUNTRY CLUB

10522 S. California Avenue  
Chicago, Illinois  
773-238-9400

*Winter Schedule  
Tuesday-Sunday. Lunch Only 12:00 p.m.-2:30 p.m. Dinner, Wednesday-Sunday from 6:00 pm.- 8:00 pm. Meeting Rooms are Available.  
Dining Privileges Only. No Golf Privileges.*

### ITASCA COUNTRY CLUB

400 E. Orchard Street  
Itasca, Illinois  
630-773-1800

*Tuesday-Sunday, Breakfast, Lunch and Dinner; 7:00 a.m. - 10:00 p.m. and Monday, Lunch Only, 11:30 a.m. - 2:30 p.m. Meeting and Banquet Facilities Available.  
Dining Only. No Golf Privileges.*

### THE ROSEWOOD RESTAURANT

9421 W. Higgins Road  
Rosemont, Illinois  
847-696-9494

*Monday-Friday, Lunch and Dinner, 11:00 a.m. - 11:00 p.m. and Saturday-Sunday, Dinner Only, 4:00 p.m. - 11:00 p.m. Private Meeting Rooms and Banquet Facilities Available.*

Nearly 100 private dining and country clubs are available to the members around the country and overseas.

To see the list of available clubs please visit our website at:

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