

The Waybill

News Bulletin of the Traffic Club of Chicago

September 2015



From the Office of the President

One can hardly mention September without reflecting back to September 11, 2001. I am sure everyone remembers where they were and what they were doing on the morning that changed life in America and took the lives of nearly 3,000 people.

When I personally reflect on 9/11, I recall those famous words said by Todd Beamer of Flight 93—“*Are you ready? Okay Lets Roll.*” Their brave actions were truly the first to fight back on domestic terrorism.

Due to more recent terrorism in the world, this profound statement was made by Norman, one of the five people who took down a terrorist armed with an AK47, handgun, and box cutter in France. When asked if he was afraid his response was “*initially I was afraid, but then once you start moving, you're not afraid anymore.*” I think this statement can be applied to all aspects of our lives.

As Transportation professionals, we have seen first-hand how 9/11 has changed the way we conduct business. Sweeping changes have affected every mode of transportation and most will agree we are not yet done with changes and the introduction of new policies and procedures. A good question is how much safer are we today?

Some of the expected outcomes of post-9/11 measures include:

- **Reduced risk of disruptions of trade** in response to security threats.
- **Improved security against theft** and diversion of cargo, with reductions in direct losses (cargo and sometime the vehicle) and indirect costs (e.g. higher insurance premiums).
- **Improved security against illegal transport** of black market goods such as counterfeits, narcotics and weapons, and persons.
- **Reduced risk of evasion of duties and taxes.**
- **Increased confidence in the international trading systems** by current and potential shippers of goods.
- **Improved screening process** (cost and time) and simplified procedures.

Forbes published an article producing a list of 16 ways September 11th, 2001 changed the way we do business in America. The one that stood out to me is: **CASH IS KING.**

— continued on page 4

New Business Development Symposium to Bookend Transportation Night

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

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

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

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

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

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

WELCOME NEW MEMBERS

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

Derek Kissel
Student
367 N. Kramer
Lombard, IL 60148
815-600-9602
derekkissel@hotmail.com

Jim Pyburn
Port Everglades
1850 Eller Drive Ste 503
Fort Lauderdale, FL 33316
954-468-3529
jpyburn@broward.org

Cantigny Park to Host Annual Holiday Reception

Club president Lynn Musillami has announced that this year's annual holiday reception will be held on Tuesday, December 8th, 2015 at Cantigny Park, located at 1S151 S Winfield Rd in Wheaton, IL. The reception will be held in the Le Jardin room from 6:30 pm to 9:00 pm. In addition, the election of officers and directors for 2016 will also be held that evening.

There is no cost for members to attend, but there will be a nominal cost for invited guests, which will be announced as we get closer to the event. Just as in years past, the Club will be looking for member companies to help sponsor this much anticipated event. This event is a nice opportunity for you to invite your spouse or significant other, as well as some of your more important customers.

Please be sure to mark December 8th on your calendar, and plan to join us that evening!

Welfare

James N. Baker (1930 - 2015)
James Nettleton Baker, former Chairman of the Western Railroad Traffic Association, passed away at home on September 2. James joined the Traffic Club of Chicago in 1973, and has been a member ever since.

Locations for Our 2015 Summer Outings

Golf Committee Chairman Ron Mazmanian announced that the committee has selected the dates and locations for this year's outings. Below are the remaining dates and locations for those courses that have been selected for this year.

September 24

Thunder Hawk Golf Club
Zion, IL

2016 Annual Dinner Location Announced

The Annual Dinner Committee has finalize a location and date for next year's 109th Annual Dinner!

The Annual Dinner will take place at the Sheraton Chicago Hotel and Towers located in Downtown Chicago on May 19th, 2016.

Also, the Annual Dinner Golf Outing will once again be taking place the day prior to the Annual Dinner, May 18th, 2016, at Cog Hill Golf Club.

More details will be released as the event nears!

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The Waybill



published by

THE TRAFFIC CLUB OF CHICAGO
800 Roosevelt Road, Suite 312-C
Glen Ellyn, IL 60137

PHONE 630-529-1333
FAX 630-790-3095
E-MAIL staff@traffic-club.org
WEB traffic-club.org

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BUSINESS CARD: 3-1/2" w X 2" h
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1/4 PAGE: 4-7/8" w X 3-1/4" h or 2-3/8" w X 6-3/4" h
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FULL PAGE: 7-1/2" w X 10" h
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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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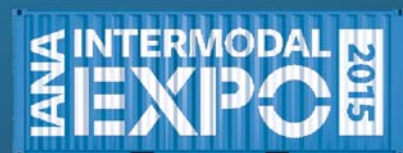
You cannot afford to miss Intermodal EXPO! With education, dialogue and networking, EXPO is the essential event for a growing industry.

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

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

Intermodal to the power of EXPO

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



...President's Message

continued from page 1

“When the World Trade Towers fell, they took the world economy with them. How did I survive when customers went into hiding? Luckily---very luckily---I had some cash in the bank. I could pay my bills, keep things running, and ride out the aftermath. The truth is that even the powerful American machine can be brought to a standstill with a single incident in a single city. Which is why I'm keeping more cash on hand than ever before--even if it's earning a little less interest these days. And I'm not the only one.”

**-Gene Marks, President,
The Marks Group, Bala Cynwyd, PA,
a technology consulting firm.**

In closing, words spoken by Mayor Rudolph Giuliani five years after September 11th, 2001. *“Five years from the date of the attack that changed our world, we've come back to remember the valor of those we lost—those who innocently went to work that day and the brave souls who went in after them. We have also come to be ever mindful of the courage of those who grieve for them, and the light that still lives in their hearts.”*

**– New York City mayor Rudolph Giuliani
at the World Trade Center site in 2006.**

“If we learn nothing else from this tragedy, we learned that life is short and there is no time for hate.”

**– Sandy Dahl,
wife of pilot of Flight 93 Jason Dahl**

Lynn Musillami
President, 2015

Recap: Cubs Outing

The Traffic Club of Chicago Cubs Outing on August 13th was a great success! This was a much anticipated event that sold out quickly. This event happened to fall on the Thursday before the Air and Water Show, so guests were wowed by the fighter jets flying over head, practicing for the main show. Attendees also enjoyed a high scoring game that ended in a Cubs victory, 9-2 over the Brewers!



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Recap: Golf Outing at Calumet Country Club

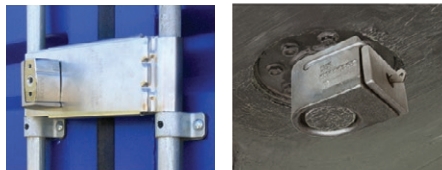
The Traffic Club golf outing at Calumet Country Club took place on Thursday, August 20th, 2015. This event was attended by over 70 golfers and volunteers! Although the weather was a little breezy, a great time was had by all.



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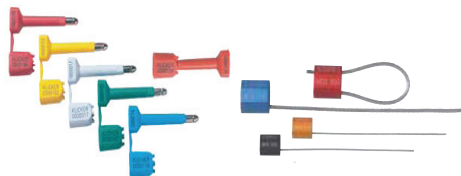
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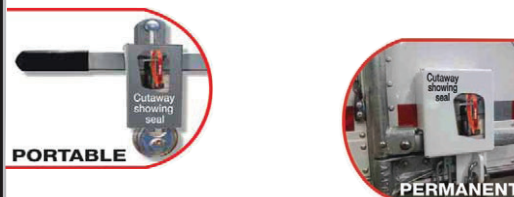
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Gateway Coordinator - BDP International seeking individual with 3-5 years Gateway experience. Also experience in negotiating airline rates. Hazmat Certification a plus or must be able to pass Hazmat. Please email resume: smcarthy@bdpnet.com Transportation 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 SAGE

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

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

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

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

Reciprocal Clubs – Another Membership Benefit

One of the many benefits that are available to our members is the access to nearly 100 private clubs around the country as well as overseas. This benefit comes with our association with the DuPage Club, one of the finest private dining clubs in the Chicago area, located in Oakbrook Terrace in the western suburbs.

This month we highlight the University Club of Rockford, Illinois. The Club was founded in 1911 and is located at 945 N. Main Street. The Club is open Monday-Friday for Lunch from 11:00 am to 2:00 pm, and Dinner from 5:00 pm to 9:00 pm. Saturday they are open for Lunch from 11:00 am to 2:00 pm, and are closed on Sunday except for Special Events.

University Club

of Rockford, Illinois



If you plan on being in the Rockford area and would like to make use their facilities, you must first contact the Traffic Club office. We will then have Du Page Club fax a letter of introduction on your behalf requesting your use of their facilities for the period of time you request. For more information about the University Club, of Rockford please visit their website at: www.uclubrockford.com

For a full list of reciprocal clubs that are available to you around the country, be sure to visit the club's website at www.traffic-club.org Please note: that except for the Chicago area, reciprocal clubs are not available to the members when those clubs fall within a 50 mile radius of either your home or business location.

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

see page 2 for additional information



Visit our website:
www.traffic-club.org

Traffic Club Dues = Priceless Benefits

Whether you are a Resident, Non-Resident or Young Professional member of the Club, we want to take this opportunity to remind you of the many valued benefits that the Traffic Club of Chicago offers our members, and trust that you will take advantage of these many opportunities.

Executive Series luncheons featuring top industry speakers

Scholarship Fund for children and/or grandchildren of members

Numerous customer entertainment venues including:

Dinner Theater Events

Golf Outings

Varied Sporting Events

Monthly newsletter which keeps our members notified on club happenings and events

Dining privileges at the private Millhurst Charhouse & Banquets, including access to other private clubs around the country and overseas

Additional dining privileges at the private Itasca Country Club and Ridge Country Club

Endless opportunities to network with your peers

Belonging to one of the finest transportation organizations in the country

We sincerely thank you for your continued support of the club and encourage all of our members to become more involved, possibly by joining one of our many committees.

The Membership Committee

Recap: September Executive Briefing: "A Peak at the Peek"

The Club held its September Executive Briefing on Wednesday, September 9th at Avalon Banquets in Elk Grove, IL. This event was attended by about 50 people. The title of this briefing was "A Peak at the Peek - The Intermodal Perspective." A big thank you to Todd Carter, BNSF and Jim Hertwig, FECR for speaking at this event, as well as our panelists.



2015 Executive Series Luncheon Program Schedule

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

October 13 & 14

Business Development Symposium
for Transportation and
Logistics Sales Professionals

NIU Naperville
1120 E. Diehl Rd.
Naperville, IL 60563

November 19

"The South Side"
An Executive Series Lunch
Holiday Inn - Matteson
500 Holiday Plaza Drive
Matteson, IL 60443

Recap: Retirees Luncheon Set for September 10th

This year's annual complimentary luncheon for our honorary members was held on September 10th at Itasca Country Club with about 35 retirees in attendance. Everyone enjoyed the day as they renewed old acquaintances from near and far, while enjoying a wonderful buffet luncheon. Our thanks to Jim Keuck, chair of the honorary members committee who put the plans for this annual event in motion.



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

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

It doesn't take much effort and we will even help you there. Below is an application form you can fax to someone you know that's not currently a member and encourage them to become one. Better yet ... just forward them the newsletter so they can read first hand what the club has to offer. As a fellow club member you already know the many benefits available to you and a brief note from you is all that's required. That's all there is to it.

Thanks for your help in making 2015 another successful membership drive year!

THE TRAFFIC CLUB OF CHICAGO

Application for Membership

Resident - \$280
Anyone residing within a 75 mile radius from City Hall Chicago

Non-Resident - \$80
Anyone residing outside a 75 mile radius from City Hall Chicago

Young Professional - \$80
First time applicant, age 30 or younger. Can reside within or outside the 75 mile radius from City Hall Chicago

PRINT Applicant's Name _____ Date of Birth _____

TITLE _____ Co. _____

Business Address _____ Phone (____) _____

City _____ State/Zip _____ Fax (____) _____

E-mail _____ Website _____

Home Address _____ City _____ State/Zip _____

Please indicate the area your company represents:

Air Rail Truck Water Industry

Other _____

Signature _____ Date _____

Sponsor _____ Card No. _____

FOR CLUB USE ONLY

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

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

Traffic Club Calendar for 2015

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

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

Chicago Area Reciprocal Clubs Available to Club Members

MILLHURST CHARHOUSE & BANQUETS

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

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

ITASCA COUNTRY CLUB

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

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

RIDGE COUNTRY CLUB

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

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

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

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

www.traffic-club.org