

The Waybill

News Bulletin of the Traffic Club of Chicago

August 2016



From the Office of the President

It's August and almost time for one of my favorite sporting events. No, not Notre Dame football. The Little League World Series. My 7-year-old son and I were watching one of the play-in games this week and the team was down 4-0 in the 5th inning. The pitcher of the losing team came to the mound in the bottom of the 5th and well, frankly, got shelled for 4 more. During this shelling, the pitcher burst into tears.

My son looked at me and said, "why is he crying?" I didn't have the heart to tell him he just got trounced for +4 with 1 inning left in an elimination game. So I settled with, the team fought hard and the pitcher realized their chances of winning aren't very good and he is sad. I then taught my son a couple of lessons all Dads teach. (They work in business too.) You simply can't win everything. You have to lose to know how to win and more importantly, no individual is bigger than the team.

Right now, you may be asking, what does this have to do with the Traffic Club. I'm getting there.

In today's market, I honestly feel like the kid on the mound and we're down 4-0 and while I am not in an elimination game, it feels like one. In moments like this I have learned, it is absolutely critical to go back to the basics and rely on your team to help win, one hit at a time.

While you may not see it this way, you should - The Traffic Club is your team. It is here to help you sell, ship, expand and learn. It is here to help you win.

And if you are you are looking for your teammates, they will be in Crete, IL golfing on August 18th, August 25th in Des Plaines learning how to treat customers and if you want to speak to our veterans, the ones who know the most, they'll be in Itasca on September 8th. (Traffic-Club.org has all the details)

Some times the highest run totals start with just a walk. Let's get some runs. Good Luck.

Your President,

Jeffrey R. Leppert

Retirees Luncheon Set for September 8th

Attention Honorary members! This is just a reminder to mark your calendar and plan to attend this year's complimentary luncheon recognizing your support of the Club over the years. The date is Thursday, September 8th and the location for the luncheon will once again be Itasca Country Club.

The day will begin with a social period beginning at 11:00 am, followed by a wonderful buffet luncheon at 12:00 pm. The 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 \$28.00 per person.

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. To register, please contact staff at staff@traffic-club.org.

Looking for Contest Sponsors

The Golf Committee is looking for companies who would like to help support the summer golf 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 support the outings by donating a door prize. For those companies interested in supporting the outings, please contact TCC staff by email at staff@traffic-club.org or by phone at 630-529-1333.

WELCOME NEW MEMBERS

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

Alan J Bean
Managing Partner
Search Resources inc.
847-382-3877
abean5452@aol.com
203 Frances Lane
Barrington, IL 60010

Justin Sorto
Commodity Trader
COFCO AGRI
773-531-7527
justin.sorto@gmail.com
141 W. Jackson Blvd
Chicago, IL 60604

Robert H. O'Donnell
President
Magna Transport Solutions, LLC
312-724-5927
rodonnell@magnatrans.com
2704 W. Armitage
Suite 1
Chicago, IL 60647

John M Frederick
Business Development Manager
DriversSource, Inc
844-346-5630
jfrederick@driversource.net
600 3 Mile Rd NW
Suite 202
Grand Rapids, MI 49544

Lynn A Hiser
President
Hiser Logistics, LLC
217-454-9331
lynn.hiser@FMSAND.com
4465 Ruch Road
Oakley, IL 62501

Jon Harman
Genesee & Wyoming Railway
817-527-4937
jon_harman@hotmail.com
425 E. Southlake Blvd
Suite 100
Southlake, TX 76092

Charles Schmitz
Quality Transportation Services - QTS
804-550-5483
chschmitz@qts.com
8235 Meadowbridge Road
Mechanicsville, VA 23116

Jared R. Childress
University of Arkansas
417-737-2664
jrc041@email.uark.edu
1459 W Junction Street
Fayetteville, AR 72701

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.

Bruce A. Betts
Railroad Logistics Consulting
Cell: 708-308-1438
Fax: 708-481-5284
BAB@babetts.com
1038 Elliott Court
Olympia Fields, IL 60461

Raymond D. Zuest
2375 Range Avenue, Box 181
Santa Rosa, CA 95403

Vickie Fencil
636-447-8387
Vbruenig@msn.com

Bill Hanneman
4121 Lakes Court
Port Charlotte, FL 33953

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Glen Ellyn, IL 60137

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E-MAIL staff@traffic-club.org
WEB traffic-club.org

Board of Directors

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CN

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USG Corporation

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Jim Keuck
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Dan Behr
Behr & Associates

Mitch Kowalewski
Celtic International

Bruce Betts
Railroad Logistics Consulting

Ken Madejczyk
UPS Supply Chain Solutions

Keith Bouquet
National Steel Car Limited

Lynn Musillami
Custom Companies

Tom Degnan
Elevance Renewable Sciences

John Potocki
Union Pacific Railroad

Donley Forrest
GATX Corporation

Bryan Vaughan
VTG Rail

Executive Director
Jeff Church

WAYBILL 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

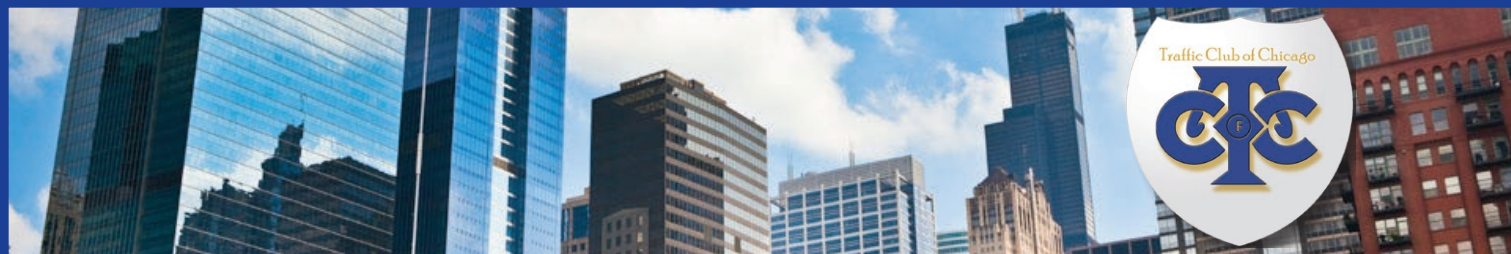
1/4 PAGE: 4-7/8" w X 3-1/4" h or 2-3/8" w X 6-3/4" h
ONE TIME \$105.00
2-3 INSERT \$94.00 each
4 OR MORE \$89.00 each

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



August Executive Series Luncheon

What will it take to move you from where you are to where you need to be? Where do you want to go? How will you get from here to there?

The answer: Invest in yourself. Build your network. Listen, learn and when opportunity knocks, answer the door. You've heard it said that you become like the people you hang with and admire. Wow...have we got an opportunity for you!

A natural born leader, this 3PL entrepreneur has found "the holy grail" of business. You and I call it "the customer." Justin treats customers like gold, and now he's done the unthinkable. Like reverse engineering, Justin has done a 180 in career building. He has moved from entrepreneur to enterprise, going from President to "Chief Customer Officer" with the 4th largest trucking company in America and he's done it in order to "serve more customers, better."

This is an amazing story (with many take-a-ways) that you won't want to miss. On August 25th, bring your friends and hang out with Justin...your new best friend.



Our Guest Speaker:

Justin Hall
Chief Customer Officer
YRCW



Special Introduction By:

Robert A. Voltmann
President & CEO
Transportation Intermediaries Association

About Justin Hall:

As Chief Customer Officer of YRCW, Justin Hall has responsibility for designing and deploying technology, logistics and transportation solutions that will improve the customer experience. YRCW has the largest, most comprehensive network in North America with local, regional, national and international capabilities.

Prior to joining YRCW, Hall was formerly president and visionary of Logistics Planning Services (LPS) in St. Paul, Minnesota. LPS is a successful and fast growing 3PL/4PL company. Under his leadership, LPS was named to the Inc. 500/5000 fastest growing companies five times and to the Minnesota Fast 50 and 100 Best Places to Work.

Hall graduated from the University of St. Thomas in St. Paul, Minnesota with a B.A. in Entrepreneurship. He is a recent EY Entrepreneur of the Year finalist. During his career, Justin has started five successful companies in the logistics sector including an international NVOCC operation, heavy-haul rail company, commercial real estate and logistics software-as-a-service solutions enterprises.

Since 2015, Hall has been a member of the Children's Masonic Hospital Business Advisory Board and the board of directors of UST Schulze School of Entrepreneurship.

Location:

Fountain Blue Banquets & Conference Center
2300 Mannheim Rd.
Des Plaines, IL 60018

Cost:

Members & Member Guests: \$45
Non-members: \$55
Educators and Students: \$20

Tentative Agenda:

11:30am - 12:00pm Registration and Networking
12:00pm - 1:00pm Luncheon
1:00pm - 1:30pm Guest Speaker: Justin Hall,
Chief Customer Officer, YRCW

Reservations:

Choose from three easy methods!
• Reserve online by [clicking here](#)
• E-mail staff@traffic-club.org
• Contact the Traffic Club office at 630-529-1333

Recap: Golf Outing at Hawks View

The second summer golf outing at Hawks View took place on Thursday, July 21st, 2016. This event was attended by nearly 50 golfers and volunteers! It may have been one of the hottest days of the year, but everyone stayed hydrated and had a great time!



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

see page 2 for additional information

The Traffic Club of Chicago

Invites One and All to Our

Pinstripes Networking Event

THURSDAY, SEPTEMBER 29TH, 2016
6:00 pm - 8:00 pm

Pinstripes - Oak Brook
7 Oakbrook Center Drive, Oak Brook, IL 60523



**Anyone Involved in Transportation is Welcome -
Members and Non-Members Alike**

**Meet and Greet Your Fellow Peers in the Industry
Meet Old Friends and Make New Ones**

Reservations are required:

Online at www.traffic-club.org

Email us at staff@traffic-club.org

Call us at 630-529-1333

TICKETS:

Members - \$45

Non-members - \$55

Includes 1 Drink Ticket, Appetizers & Bowling!



FREE PARKING

THE TRAFFIC CLUB OF CHICAGO
800 Roosevelt Rd., Suite 312-C
Glen Ellyn, IL 60137
(630) 529-1333 FAX (630) 790-3095

Pinstripes Networking Event
Pinstripes - Oakbrook

Yes, I would like to attend your Pinstripes Networking Event on Thursday, September 29th, 2016 at Pinstripes in Oakbrook, IL.

Please reserve _____ ticket(s) at \$45.00 each (members)

Please reserve _____ ticket(s) at \$55.00 each (non-members)

Name _____ Company _____ Phone _____

Enclosed is my payment for \$ _____

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: August Cubs Outing

On August 3rd, the club held its second Cubs Outing of 2016. Nearly 50 people attended this outing. The weather was perfect, and the Cubs beat the Miami Marlins in thrilling fashion!



Locations for Our 2016 Summer Golf Outings

Below are the dates and locations for the remaining golf outings for 2016:

August 18

Balmoral Woods Golf Course
Crete, IL

September 22

Village Links of Glen Ellyn
Glen Ellyn, IL

Transportation Night Returns to Rosemont!

On October 12th the Club will host its 12th Annual Transportation Night networking event at “The Estate” by Gene and Georgetti (formerly The Rosewood) in Rosemont, Illinois. Along with the Traffic Club, there will be many other transportation associations from the Chicago area also joining us as exhibitors that night.

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

Members and non-members alike are invited to attend. There’s no cost and you don’t have to make reservations. This event will run from 5:30 pm to 8:00 pm, so be sure to bring plenty of business cards and just start networking.

2016 Executive Series Luncheon Program Schedule

The Education Committee has been hard at work, lining up some exciting, timely and informative luncheon programs for 2016 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.

August 25

An Executive Series Lunch

Speaker: Justin Hall
Chief Customer Officer, YRCW

Fountain Blue Banquets & Conference Center
Des Plaines, IL

October 20

“The South Side”
An Executive Series Lunch
Holiday Inn, Matteson, IL

November 17

Business Development Symposium
Location TBD



Visit our website:
www.traffic-club.org

— Welfare —

Vernon D. Matson, age 91, of Lombard, passed away August 5th, at Lexington Heath Care in Lombard.

Mr. Matson is survived by his beloved wife, Bonny, his son, Larry (Lynda), his daughters, Jody (Greg) Baldyga and Beth (Paul) DiRienzo, his son-in-law, Joe Mulvey, his 15 grandchildren and 9 great-grandchildren. He was preceded in death by his daughter, Jill Mulvey.

Vern was born in Jackson Minnesota. He joined the US Navy, serving 1943-1946 aboard US Liberty Ships as member of the Armed Guard Crew in the Pacific Ocean. Upon discharge, he began his lifelong employment with Bemis Co. from 1946-1991 as General Traffic Manager. There, he met, Bonny, who became his bride on Valentine's Day in 1948. In 1956, he was admitted to practice interstate commerce law before the Federal ICC. His Bemis employment began in Minneapolis but continued in Chicago, where he was transferred in 1961. During those years in Lombard, as he and Bonny raised their 4 children, he was a member of: First United Methodist Church, Lombard Senior Men's Club, member and president, Traffic Club of Chicago and Transportation Old Timers Society. Upon his retirement in 1991, he enjoyed spending time with Bonny, the kids, and grand kids at his cabin in Wisconsin. There, many favorite memories were made on the lake, by the fire, and around the dinner table. He built an amazing foundation for his family and grandchildren. It will forever follow him.

— Classifieds —

Do you want to escalate to a leadership position, hire and grow your own team? Ep America has a career opportunity where you can find a strong sales growth projection during the next 5 years. We are looking for a Business Development Manager for our Over the Road Division based in Chicago. A very attractive annual salary is being offered plus excellent bonus and sales incentives and a great benefits package. Great organizational culture and real professional growth opportunities. To learn more and apply please email: dora.chang@ep-america.com

Interested in posting something to the Classifieds section? Contact TCC staff by email at staff@traffic-club.org. TCC will post jobs and vacancies, personal ads, ads for various services, tickets and other items for sale.

MEMBERSHIP CHALLENGE 2016...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 2016 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 2016

The following is a listing of Club activities that have been scheduled for 2016. Dates and events will be updated as plans are finalized. Please be sure to mark your calendars accordingly, so that you don't miss any of these important events.

Jan 7	Finance Committee Meeting (Conference Call)	May 9	Board of Directors Meeting	Aug 18	Third Golf Outing Balmoral Woods Golf Course Crete, IL
Jan 11	Board of Directors Meeting	May 18	109th Annual Dinner Golf Outing Cog Hill Golf Club Lemont, IL	Sept	Pinstripes Networking Event
Jan 13	Joint Traffic Club-Midwest Assn. of Rail Shippers Luncheon Guest Speaker: Pat Ottensmeyer President, Kansas City Southern Location: Westin Yorktown Center, Lombard, IL	May 19	109th Annual Dinner Guest Speaker: Dan Hampton of the 1985 Chicago Bears Location: Sheraton Chicago Hotel and Towers, Downtown Chicago	Sept 8	Finance Committee Meeting (Conference Call)
Jan 31	Scholarship Application Deadline	June 2	Cubs Outing - Cubs vs Dodgers	Sept 8	Retiree Luncheon
Feb 4	Finance Committee Meeting (Face to Face)	June 9	Finance Committee Meeting (Face to Face)	Sept 12	Board of Directors Meeting
Feb 8	Board of Directors Meeting	June 13	Board of Directors Meeting	Sept 22	Fourth Golf Outing Village Links of Glen Ellyn Glen Ellyn, IL
Feb 25	3rd Annual Career Fair Loyola University Chicago Schreiber Center Chicago, IL	June 22	First Golf Outing Joint Outing with OFA Bridges of Poplar Creek Hoffman Estates, IL	Oct	Transportation Night
Mar 10	Finance Committee Meeting (Conference Call)	July 7	Finance Committee Meeting (Conference Call)	Oct 6	Finance Committee Meeting (Face to Face)
Mar 14	Board of Directors Meeting	July 11	Board of Directors Meeting	Oct 10	Board of Directors Meeting
Mar 17	Executive Series Luncheon w/ Scholarship Award Ceremony	July 21	Second Golf Outing Hawks View Golf Club Lake Geneva, WI	Oct 20	Executive Series Luncheon Southside Location TBA
Mar 30	TopGolf Networking Event	Aug	Executive Series Luncheon	Nov 10	Finance Committee Meeting (Face to Face)
Apr 7	Finance Committee Meeting (Conference Call)	Aug 3	Cubs Outing - Cubs vs Marlins	Nov 10	Goose Island Networking Event
Apr 11	Board of Directors Meeting	Aug 4	Finance Committee Meeting (Conference Call)	Nov 14	Board of Directors Meeting
May 5	Finance Committee Meeting (Conference Call)	Aug 8	Board of Directors Meeting	Nov 17	Business Development Symposium
				Dec 8	Annual Holiday Party Cantigny Park Wheaton, IL
				Dec 8	Finance Committee Meeting (Conference Call)
				Dec 12	Board of Directors Meeting

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