

The Waybill

News Bulletin of the Traffic Club of Chicago

August 2011



Transportation Night is Just Around the Corner

On October 11th the Traffic Club will host its 7th annual "Transportation Night" networking event at the Rosewood Restaurant in Rosemont with numerous 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 visit our trade show booth, and say hello to our members who will be working the booth that evening.

This is also a great venue for you to meet and greet others in our industry. There's no cost for anyone to attend and you are not required to make any reservations. This event will run from 5:30 pm to 8:00 pm, so just show up and be sure to bring plenty of business cards.

— continued on page 2

Planning Continues For Our Oktoberfest Party

It's time to dust off your Lederhosen that's hanging in the closet. The Entertainment Committee is in the process of finalizing the plans for our first ever Oktoberfest Party, which be held on Friday, September 23rd at the Schnitzel Platz Restaurant located at 729 E. North Avenue, just one mile west of I-355 in Glendale Heights, Illinois. In addition to a fun filled evening, the committee has announced that this event will be a fund raiser for the club's scholarship fund, with all the proceeds from this event being donated to this worthy cause. Further information will be coming out in the near future, but in the meantime, be sure to mark your calendar to make sure you don't miss this evening.

WELCOME NEW MEMBERS

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

Michael Borkowski
Vice President
Bedford Motor Service, Inc.
2600 Internationale Parkway
Woodridge IL 60517
630-739-6760 – Fax 630-739-6799
e-mail: mikeborkowski@bedfordmotor.com

Frank Cole
Sales Manager
Arrow Truck Sales
2090 N. Manheim Road
Melrose Park IL 60160
630-410-4494 – Fax 630-410-4498
e-mail: fcoble@arrowtruck.com

Lynn Ocasio
Branch Manager
Ocean World Lines
300 Park Blvd. Suite 350
Itasca IL 60143
630-773-0882 – Fax not available
e-mail: lynn.ocasio@pacer.com

Patrick Black
Director Marketing & Sales
OmniTRAX
2278 E. 104th Street
Chicago IL 60617-5766
720-225-8609 – Fax 866-522-1670
e-mail: pblack@omnitrax.com

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.

Paul Eggert
1013 5th Street
Aurora, IL 60505
630-892-7202 – no fax
e-mail: pauleggert@juno.com

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

...Transportation Night

continued from page 1

We will offer a complimentary sandwich buffet, along with a cash bar that evening. A flyer regarding this event will be e-mailed shortly to our members, as well as to the members of all the other participating associations. Please pass the flyer on to anyone you feel would be interested in attending, as it's open to any and all in the industry. We look forward to seeing you that evening.

Are Your Reps Motivated?

Your sales compensation plan should be doing more for your business — like providing motivation to acquire new customers and expand business with existing customers. We can help you improve your compensation plans to improve your bottom line results.

Beth Carroll
Sales Compensation Consultant
Transportation Industry Practice Leader
815.485.4711
beth.carroll@cygnalgroup.com



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The Waybill



published by

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Mike Rulis First Union Rail

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Bruce Betts Flak International
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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
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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

CORPORATE SPONSOR

The club would like to acknowledge and thank the following companies for their support through our corporate sponsorship program.



— Classifieds —

International Packing & Crating is currently offering entry level sales positions in the Chicago area and western suburbs. College degree is required. We are also looking for qualified individuals with warehouse and crating experience. Interested parties should contact Art Gutierrez by e-mail at: art@intlpackingcrating.com or by phone at 630-760-0120.

Wheels Clipper is seeking a lead dispatcher for its Truckload Brokerage Division. This person will be experienced with the day to day operations of a truck load non-asset based provider and should also have a carrier and customer following. This position will be domiciled in our Woodridge IL office. Interested parties please contact Dave Martin at 219-322-5151 or by email at: dmartin@clippergroup.com

Transportation Professional with extensive 3PL experience is seeking a new opportunity. Experienced in sales, sales management (salaried and commissioned) and customer service management. Experience includes truckload, intermodal, LTL and logistic services. For more information call Chuck Bushell at 630-699-5256.

Wheels Clipper is seeking a Manager for its Truckload Brokerage Division. This individual will be responsible for the growth and development of our Internal Brokerage Team. Will manage the daily operations, as well as the overall growth of the Division. This includes carrier development, telemarketing, revenue growth and other responsibilities. Located in our corporate office in Woodridge IL. Please contact Dave Martin at 219-322-5151 or by email at: dmartin@clippergroup.com

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GALENA, IL



Abbey Springs Offers Up a Great Day of Golf

Although the threat of rain loomed earlier in the day, the skies finally cleared and presented a sunny and breezy day for our July 14th golf outing at Abbey Springs Golf Club in Fontana, Wisconsin. This was the second time that we've played at this semi-private course, and the beautiful rolling landscape with some terrific views overlooking Lake Geneva certainly made the trip well worth it.

As always, we want to say thanks to all the companies who helped make the day's event a success either as a hole sponsor or through their donation towards the door prizes. A special note of thanks goes out to First Union Rail for their continued support of our outings with their \$200 Team Scramble cash award, which was won by the foursome from LSA International. We would also like to thank Diane Lawrin with United Express System, who was kind enough to volunteer to work our Fantasy Card betting hole that day.

See you on the tee at our August 11th outing at Ravisloe Golf Club!



Traffic Club Dues = Priceless Benefits

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

Executive Series luncheons featuring top industry speakers

Scholarship Fund for children and/or grandchildren of members

Numerous customer entertainment venues including:

Dinner Theater Events

Golf Outings

Varied Sporting Events

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

Dining privileges at the private DuPage Club, including access to other private clubs around the country and overseas

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

Endless opportunities to network with your peers

Belonging to one of the finest transportation organizations in the country

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

The Membership Committee

Retirees Luncheon Set for September 22nd

Attention Honorary members! This year's complimentary luncheon recognizing your support of the Club over the years has been set. The date is Thursday, September 22nd 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. Remember, 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 tickets is a nominal \$25.00 per person, the same price as last year.

As in the past, this luncheon is also open to the general membership and anyone who would like to attend is welcome. Your ticket price is \$25.00 as well. We especially hope that many of our board members and other club members will attend, just to say thanks for all the support that these retired members have given to the Club over their many years of membership.

Thanks to Our Sponsors

The Golf Committee would like to recognize and thank the following companies who were either a hole sponsor or donated door prizes for our July 14th outing at Abbey Springs Golf Club in Fontana, Wisconsin. It is their support that makes our outings such successful venues.

Abbey Springs Golf Club
Air Canada Cargo
American Railcar Industries
Becker Logistics
Canal Terminal Company
Central Manufacturing Services
Fairmount Minerals
First Union Rail
Hassett Air Express
Salco Products
The Treppel Group
United Express System

The flyer for our August 11th outing at Ravisloe Golf Club will be found in this issue. This is the first time we will play at this former private and exclusive golf club, so be sure to try and join us on the tee that day.

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The Golf Committee

Invites You and Your Guests to Attend...

Our Final Outing of the Season

Thursday, September 8, 2011

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

ORCHARD VALLEY GOLF CLUB

2411 W. Illinois Avenue
Aurora, Illinois 60506
(630) 907-0500

*Numerous
On Course Events*

Raffle Prizes

Door Prizes

Cash Prizes & More!

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

Dinner at 6:00 p.m.

No Cancellations After
September 2, 2011



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

ORCHARD VALLEY GOLF CLUB
Aurora, Illinois

Chairman,

Shotgun Start 1:00 p.m.

Please reserve _____ GOLF _____ DINNER tickets to the Traffic Club's Final Golf Outing of 2011,
at Orchard Valley Golf Club on Thursday, September 8, 2011.

Name _____ Company _____ Phone _____



Be Considerate of Your Fellow Members

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

— Welfare —

Thomas Shedd – Honorary member and retired Editor-In-Chief of Modern Railroads Magazine, passed away on June 2nd at the age of 93. Mr. Shedd was a long time member of the club, joining in 1959 when he was then a staff writer for the magazine, after coming over from his job as an inspector for the Association of American Railroads. Mr. Shedd was later appointed to the position of Editor-In-Chief for the magazine, a position that he held until his retirement in 1983. Although he was never an active member, Mr. Shedd remained true to the club and maintained his membership until his retirement, at which time Mr. Shedd was elected to honorary member status. He continued to live in the Chicago area until his passing.

Other Happenings

The Intermodal Association of Chicago (IAC) will celebrate its 50th anniversary on August 5th at the Marriott Oak Brook Hills Resort in Oak Brook. (black tie optional). This event is also open to non-members and tickets are still available. For further information please visit their website www.intermodalofchicago.org or by calling them at 708-251-2387.

The CSCMP Chicago Roundtable will present its 2011-12 Kickoff Party and Open Networking Event on August 10th at Dave & Busters, 1155 Swift Rd. in Addison. The event runs from 6-9 pm, and includes dinner. The cost is \$60 with reservations and \$75 at the door. For additional information call Brad Gillette at 630-220-7300 or visit their website at: www.cscmpchicago.org

The Illinois Trucking Association and DOT Compliance Help will present a 3-Day DOT Compliance Seminar on August 8,9,10 at the DoubleTree Hotel in Oak Brook and a One Day DOT Workshop in Bloomington on August 16th. For additional information on these upcoming program, please call the ITA at 630-654-0884 or you can apply on-line at: http://www.dotcompliancehelp.com/DOT_Training.html

The Will County Center for Economic Development (CED) will host their 5th Annual Global Logistics Summit on Tuesday, September 20th from 7:00 am to 2:00 pm at the Bolingbrook Golf Club in Bolingbrook. The cost is \$75 for CED Investors and \$90 for Non-Investors. For further information please visit their website at: www.willcountyced.com/events

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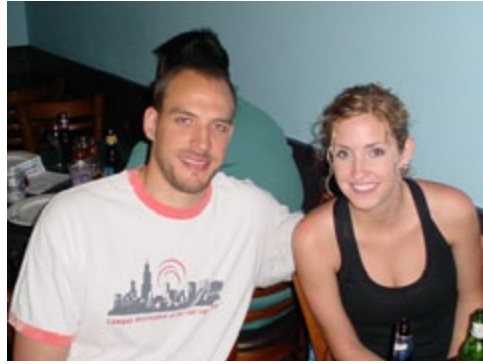
dleegibson@aol.com

T. 815-993-8701
F. 815-339-4044

Cubs & San Francisco Giants – Wrigley Field Outing

Below are just a few of the 70 members and guests who joined us for our “Sold Out” June 30th outing to Wrigley Field to see our Cubbies take on the Western Division leading San Francisco Giants. The day started out in the private United Club (formerly the Stadium Club), where everyone enjoyed a fabulous luncheon buffet in the Dugout Dining Room, reserved exclusively for our members. Then it was on to the game. In the beginning it didn't look good for the Cubs when they were hit with 2 errors in the 2nd inning and San Francisco up 1-0.

The score remained 1-0 until the bottom of the 9th inning when the Cubs tied the game. It was scoreless until the top of the 13th inning when the Giants went ahead 2-1. No matter, it seemed that this was the Cubs lucky day as they scored 4 runs in the bottom of the 13th to beat the Giants 5-2. The game was a real nail biter, but in the end the Cubs gave the fans a game to remember.



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

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

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

For a full listing of reciprocal clubs that are available to you, please 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 they fall within a 50 mile radius of either your home or business location.

2011-12 Executive Series Luncheon Program Schedule

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

October 20

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

November 17

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

2012

January 12

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

February 16

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

March 15

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

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and increase your productivity,
please call us at 877.219.5270.

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MEMBERSHIP CHALLENGE 2011...LOOKING FOR A FEW GOOD MEMBERS

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

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

Thanks for your help in making 2011 another successful membership drive year!

THE TRAFFIC CLUB OF CHICAGO

Annual Resident Dues
\$275.00

Application for Membership

Annual Non-Resident Dues
\$75.00

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

PRINT Applicant's Name _____ Date _____

TITLE _____ Co. _____

Business Address _____ Phone (_____) _____

City _____ State/Zip _____ Fax (_____) _____

E-mail _____ Website _____

Home Address _____ City _____ State/Zip _____

Please indicate the area your company represents:

- Air Rail Truck Water Industry

Other _____

Signature _____

Sponsor _____ Acct. No. _____

FOR CLUB USE ONLY

Year No. _____ Amount Paid# _____ Elected _____ Member No. _____

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

Traffic Club Calendar for 2011

The following is a listing of Club activities that have been scheduled for 2011. Please be sure to mark your calendars accordingly, so that you don't miss any of these important events.

Aug 4	Finance Committee meeting	Nov 3	Finance Committee meeting	Mar 2	Membership Committee meeting
Aug 5	Membership Committee meeting	Nov 4	Membership Committee meeting	Mar 8	Finance Committee meeting
Aug 8	House Committee meeting	Nov 14	House Committee meeting	Mar 12	House Committee meeting
Aug 8	Board of Governors Meeting	Nov 14	Board of Governors meeting	Mar 12	Board of Governors meeting
Aug 11	3rd Golf Outing, Ravisloe Country Club, Homewood, IL	Nov 17	Executive Briefing & Luncheon "International Transportation" Fountain Blue Banquets, Des Plaines IL Panel members to be announced	Mar 15	Executive Series Luncheon Maggiano's Restaurant, Chicago IL Speaker TBA
Sep 2	Membership Committee meeting	Dec 2	Membership Committee meeting	Apr 5	Finance Committee meeting
Sep 8	Finance Committee meeting (tent)	Dec 6	Annual Holiday Reception. Ballroom of the School of the Art Institute of Chicago, 112 S. Michigan Avenue	Apr 6	Membership Committee meeting
Sep 8	Final Golf Outing, Orchard Valley Golf Club, Aurora, IL	Dec 8	Finance Committee meeting (tent)	Apr 9	House Committee meeting
Sep 12	House Committee Meeting	Dec 12	House Committee meeting	Apr 9	Board of Governors meeting
Sep 12	Board of Governors Meeting	Dec 12	Board of Governors meeting	Apr 19	Executive Series Luncheon Program, Location & Speaker TBA
Sep 22	Annual complimentary Retirees Luncheon Itasca Country Club, Itasca, IL	Jan 6	Membership Committee meeting	May 3	Finance Committee meeting
Sep 23	Oktoberfest Party, Schnitzel Platz Restaurant, Glendale Heights IL	Jan 9	House Committee meeting	May 4	Membership Committee meeting
Oct 6	Finance Committee meeting	Jan 9	Board of Governors meeting	May 14	House Committee meeting
Oct 7	Membership Committee meeting	Jan 11	Joint Traffic Club-MARS, Luncheon Program. Guest speaker: David R. Elliott III, Chairman, Surface Transportation Board, Oakbrook Hills Marriott Resort	May 14	Board of Governors meeting
Oct 10	House Committee meeting	Feb 3	Membership Committee meeting	Jun 1	Membership Committee meeting
Oct 10	Board of Governors meeting	Feb 9	Finance Committee Meeting	Jun 7	Finance Committee meeting
Oct 20	Executive Series Luncheon, Odyssey Country Club, Tinley Park IL. Guest speaker: Randy Blankenhorn, Executive Director, Chicago Metropolitan Agency for Planning (CMAP)	Feb 13	House Committee Meeting	Jun 11	House Committee meeting
		Feb 13	Board of Governors Meeting	Jun 11	Board of Governors meeting
		Feb 16	Executive Series Luncheon, Ashton Place, Willowbrook IL Speaker TBA	Jul 6	Membership Committee meeting
				Jul 9	House Committee meeting (tent)
				Jul 9	Board of Governors meeting (tent)
				Jul 12	2nd Golf Outing of the Season, Location TBA (tent)
				Jul 25	Annual Cubs-Stadium Club outing (tent)
				Aug 3	Membership Committee meeting
				Aug 13	House Committee meeting
				Aug 13	Board of Governors meeting

Dates for 2012

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