

The Waybill

News Bulletin of the Traffic Club of Chicago

August 2014



From the Office of the President

The theme this month is “Development”. My inspiration this month comes from working with three incredible interns who are wrapping up their summer internships with our company. I’ve been lucky enough to watch them develop their professional skills all summer, and am acutely aware of how hard they have been working both at their jobs and as future professionals.

Development is also the theme of Supply Chain and Transportation solutions. In the face of the current driver shortage, many people are asking “How are you addressing the driver shortage?”. Whether they are asking a shipper, a carrier, a 3 PL, or others, the best answers are rooted in development. Like most challenges, the driver shortage is not a short term problem and it has no easy answer. Many of our peers have been developing solutions for years. Picking the right partners, investing in long term solutions, increasing shipping capabilities, and trying innovative approaches are all answers that I have heard for this tough problem.

It takes time and effort to develop things. It takes time and effort to develop meaningful partnerships. These are partnerships that are built to last, treat both parties equally, and become foundational to ongoing business and success. Developing long term solutions takes courage. In the past, we’ve heard from rail carriers at our Executive Luncheons who continued investing in capacity during the recession in order to be prepared for today’s demand environment. In our club we have peers that have developed innovative products that allow for non-traditional cargos to travel in traditional containers. Lastly, our club is founded on the premise that developing personal relationships is a critical component of Transportation success.

I hope that you have the opportunity to work with the new generation of Supply Chain, Transportation, and Logistics professionals. Their passion, curiosity, and energy are inspiring. They match these traits with a desire to develop themselves and to develop winning solutions. As current and future developers, they will have a welcome home at the Traffic Club of Chicago.

Sincerely,
Craig Boroughf

Transportation Night Just Around the Corner

On October 8th the Club will host its 10th annual “Transportation Night” networking night at the Rosewood Restaurant in Rosemont, Illinois. Along with the Traffic Club there will be a number of other transportation associations, both local and national who will be joining us as exhibitors that night.

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

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

2015 Annual Dinner Location Search Continues

The Annual Dinner Committee is continuing to secure a location and date for next year’s 108th annual dinner. The process is a lot more complicated this time, due to the fact that the Memorial Day holiday weekend will be a week earlier next year. Because of this, the National Restaurant Show which our annual dinner historically precedes has moved the date of their event. This has caused a domino effect with other trade shows and conferences that hold their events in May, which has impacted our ability to secure a date.

The dinner committee is also working with the Golf Committee to make sure that Cog Hill Golf Club is available for our outing the day before the dinner.

— continued on page 6

WELCOME NEW MEMBERS

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

Bob Bosack
Account Executive
Celtic International
7840 Graphics Drive
Tinley Park, IL 60477
708-532-4330
bbosack@celticintl.com

Michael Lechtenberg
Major Account Executive
Purolator International
1370 Hamilton Parkway
Itasca, IL 60143
888-511-4811 ext. 44219
mlechtenberg@purolator.com

Christine Rohan
Customer Experience Leader
GE Capital Rail Services
161 N. Clark Street
Chicago, IL 60601
312-853-5256
christine.rohan@ge.com

David Wear
Supply Chain Solutions Manager
CN
15840 West Avenue
Harvey, IL 60426
312-533-0777
david.wear@cn.ca

Kendra Webster
Financial Advisor
Morgan Stanley
70 W. Madison Street
Chicago, IL 60614
312-419-3632
kendra.webster@morganstanley.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.

Myles Tobin
General Counsel
All Aboard Florida
2855 Le Jeune Road, 4th Floor
Coral Gables, FL 33134
305-520-2555
myles.tobin@allaboardflorida.com

Dan Rady
MWEC Corporation
7085 Longmoor Drive
Village of Lakewood, IL 60014
847-827-3400
dan.r517@outlook.com

Sean McNulty
Goldstone, LLC
1120 S. Lake Shore Drive, Unit 32
Lake Geneva, WI 53147
708-380-1788
smcnulty@alsginc.com

Dave Warrington
9401 Old Sauk Road, Apt. 224
Middleton, WI 53562-4325
608-203-9600

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

Richard Tillhof
Transportation Relationship Manager
US Bank - Freight Payment Systems
1000 E. Warrenville Road, Suite 300
Naperville, IL 60563
630-512-8142
richard.tillhof@usbank.com

The Waybill



published by

THE TRAFFIC CLUB OF CHICAGO

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

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CORPORATE SPONSOR

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



GOLD SPONSOR

A Surprise Visit after 50 Years

A surprise visitor came by the office to say hello and introduce himself last week. After nearly 50 years one would never expect to have a visit from a former employee from that long ago. But we did. Greg Hill came to work for the Club in 1965 after graduating from high school. He worked as a Clerk for around 6 months, and then left the Club to join the Army in 1966.

He happened to be downtown with his son a few weeks ago, and as they passed the Palmer House Hotel he mentioned that he used to work for the Traffic Club of Chicago which was located at the hotel, and wondered if the Club was still around. His son pulled out his smart phone and after a brief search told his Dad that the Club was still around, and the office was located in Bloomingdale, IL.

Mr. Hill was shocked to hear the Club was still in existence, and even more surprised to find that the Club office was only 15 minutes from his home in Lombard where he and his wife JoAnne reside. He retired in 2010 from DuPage College where he worked as an engineer. Surprisingly, his son John is a conductor for the Union Pacific Railroad. He plans to stop by to say hello again and pick up his picture that he was kind enough to loan us from so long ago. I just wonder who's going to make a surprise visit to the office next?



Greg Hill poses with former Club secretary Shirley Jarbo



Posing for a photo on his visit to the Club office.

Retirees Luncheon Set for September 11th

Attention Honorary members! This is just a reminder to mark your calendar and plan to attend his year's complimentary luncheon recognizing your support of the Club over the years. The date is Thursday, September 11th and the location for the luncheon will once again be Itasca Country Club. A flyer for this event will go out to our retired members in the near future.

The day will begin with a social period beginning at 11:15 am, followed by a wonderful buffet luncheon at 12:30 pm. This luncheon is only complimentary to our honorary members. For those retired members wishing to bring your spouse or a friend, the cost for their ticket is a nominal \$25.00 per person, the same price as last year.

This luncheon is also open to the general membership and anyone who would like to attend is welcome. Your cost to attend is the same as a retiree's guest. We especially hope that our board members will plan to join us that day to offer their thanks for all the support that these retired members have given to the Club over their many years as active members.

Contest Sponsors Needed

Our 2014 summer golf season is in full swing with our third outing scheduled for Thursday, August 21st at Blackstone Golf Club in Marengo, IL. The golf committee is still looking for companies who would like to help support this outing and our final outing of the season in September by being a contest sponsor or by donating a door prize. The contest sponsor is a nominal \$75, of which \$50 is given out as the prize on the contest you sponsor, courtesy of your company. The remaining \$25 goes towards the door prizes that are given out following dinner. Interested companies should contact golf chair Ron Mazmanian at 262-770-7129, or the Club office at 630-529-1333.

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Join us September 21–23 in Long Beach, California

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...2015 Annual Dinner

continued from page 1

This complicates our ability to secure a dinner date even more. Right now there are 2 tentative dates in May that are being reviewed, but there's also the chance that the dinner may have to be moved to June. This will only happen if consecutive dates for the golf outing and dinner are not available in May. We will notify the membership as soon as a date has been finalized by the dinner committee.

Beautiful Weather for Our Orchard Valley Outing

You could not have asked for nicer weather than what was on hand for our July 17th outing at Orchard Valley Golf Club in Aurora. This was the first time back to Orchard Valley after a 2 year absence, and the 70 members and guests in attendance were greeted with mild weather and partly overcast skies that made for a great day of golf.

A special thanks to First Union Rail for their season sponsorship of the \$200 Team Scramble Award, and to Scott Moscrip with the Internet Truckstop, who will donate \$300 in cash door prizes for each of this year's outings. Finally, we would like to thank Lynn Musillami with Tri-Air Transportation and Briana Gunn with CM Services for working our "Cash Back Contest" and for their help with the door prizes that night.

Our next outing will August 21st at Blackstone Golf Club in Marengo, IL which is located straight out I-90, just west of Huntley, IL. This will be the first time that we've held an outing at this course, and those members who have played it say that it's well worth the trip. See you on the tee!

September Program on Shippers and Logistic Service Providers

The Education Committee's fall series of programs will begin on September 11th with a Mini Seminar program, at the Innovation Center on the Motorola Campus in Schaumburg, IL. This half day program will discuss the complex relationships between third-party logistics companies and their customers.

Robert Voltmann, president and CEO of Transportation Intermediaries Association, will keynote the program, which will be followed by a panel session of industry professionals representing both shippers and 3PL companies. The program will conclude with a closing presentation by Evan Armstrong, President of Armstrong & Associates.

The program will run from 8:00 am to 12:00 noon and will begin with networking and continental breakfast. There will be no lunch. The committee is currently in the process of securing companies for the panel session, and will make that information known as it becomes available. The Innovation Center is located at 1297 E. Algonquin Road, Schaumburg, IL.

An Open Invite from T.O.T.S.

Are you retired or soon to be retired from the industry? If so, the Transportation Old Timers, an organization of retired transportation executives would like to invite you to become a member. The T.O.T.S. hold a luncheon twice a year, one at LaGrange Country Club and the other at Itasca Country Club. Members receive a quarterly newsletter and the luncheons offer you the opportunity to socialize with your fellow retired peers from the industry. For those who would like further information, please contact Gene Schmittgens at 708-748-5366 or e-mail at: epsnets@yahoo.com

Thanks to Our Sponsors

The Golf Committee would like to thank the following companies who were either a contest sponsor or donated door prizes for our second golf outing of the season on July 17th at Orchard Valley Golf Club in Aurora, IL. It is the support of our member companies that helps make our summer tournament outings both enjoyable and successful events. We hope you can join us for our August 21st outing at Blackstone Golf Club in Marengo, IL.

Aim Transfer & Storage
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Canal Terminal Company
Chicago Freight Car Leasing
CN
First Union Rail
Internet Truckstop
Mediterranean Shipping
National Steel Car Limited
Nippon Cargo Airlines
Orchard Valley Golf Club
Peoplease Corporation
Polar Air Cargo
RJW Transport Group
Russell Logistics
Westwood Shipping
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2014 Executive Series Luncheon Program Schedule

The Education Committee has been hard at work, lining up some exciting, timely and informative luncheon programs for 2014 that should be of interest to our members and your guests. Please be sure to mark your calendars for these dates, and kindly forward this information on to anyone you feel would be interested in attending these programs.

September 18

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

October 16

Air Freight Program
United Airlines Cargo
Avalon Banquets
Elk Grove Village, IL

November 20

Location, Program & Speaker TBA

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The Golf Committee

Invites You and Your Guests to Attend...

Our Final Outing of the Season

Thursday, September 25, 2014

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

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Dinner Only	\$45.00

Dinner at 6:00 p.m.

No Cancellations After
September 22, 2014



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

**GENEVA NATIONAL
GOLF CLUB**
Lake Geneva, Wisconsin

Chairman,

Shotgun Start 1:00 p.m.

Please reserve _____ GOLF and _____ DINNER tickets for the final golf outing of the 2014 season at Geneva National Golf Club on Thursday, September 25, 2014.

Name _____ Company _____

Phone _____ Email _____

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Reciprocal Clubs...Another Added Benefit

One of the many benefits that are available to our members is the access to nearly 100 private dining and country clubs around the country. This benefit is due to our association with the Millhurst Charhouse & Banquets (formerly the DuPage Club), which will contact the club of your choice to make arrangements on your behalf.

This month we highlight the Decatur Club. Founded in 1883 the club is located at 158 W. Prairie Avenue in the heart of downtown Decatur, Illinois. The club is open Monday-Friday for Lunch from 11:00am to 2:00pm, and for Dinner from 5:00pm to 9:00pm. Saturday they are open for Dinner from 5:00pm to 9:00pm and is closed on Sunday. If you ever plan on being in the Decatur area, and would like to use their facilities, you must first contact the Traffic Club office. In turn we will have the Millhurst contact the Decatur Club on your behalf for the period of time you request. For more information about the Decatur Club, please visit their website at: www.thedecaturclub.com



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Rock Madden
President



Bar



Lounge

MEMBERSHIP CHALLENGE 2014...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 2013 another successful membership drive year!

THE TRAFFIC CLUB OF CHICAGO

Application for Membership

Resident - \$280

Anyone residing within a 75 mile radius from City Hall Chicago

Non-Resident - \$80

Anyone residing outside a 75 mile radius from City Hall Chicago

Young Professional - \$80

First time applicant, age 30 or younger.
Can reside within or outside the 75 mile radius from City Hall Chicago

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. _____

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

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



ATTENTION HONORARY MEMBERS
You Are Cordially Invited to Attend Our Complimentary
APPRECIATION LUNCHEON

THURSDAY, SEPTEMBER 11, 2014

Itasca Country Club
400 East Orchard Street
Itasca, Illinois
(630) 773-1800

To show our appreciation for all the support that you have given the club over the years, all honorary members are invited to attend the luncheon as guests of The Traffic Club of Chicago.

For spouses or guests of our honorary members, as well as other active members who would like to attend this luncheon the cost is just \$25.00 per person.

SOCIAL HOUR WILL BEGIN AT 11:15 AM.

Please Make Your Reservations
No Later than September 5, 2014

BUFFET LUNCH
BEGINS AT 12:15 PM.

Jim Keuck
Chairman, Retirees Committee

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

APPRECIATION LUNCHEON
Itasca Country Club

Please reserve _____ Complimentary tickets and / or _____ Guest tickets at \$25.00 each for the Appreciation Luncheon at Itasca Country Club on Thursday, September 11, 2014.

Enclosed is my check for \$ _____ Charge my Account # _____

Name _____ Phone _____

Company _____ Email _____

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

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

The Membership Committee

— Classifieds —

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

Transportation professional with over 15 years of experience and ability is looking for an organization that needs an account manager or operations excellence. Past positions include dedicated operations, terminal manager, materials planner and regional sales manager. Looking to use my knowledge and abilities to help an organization achieve their goals and strategic plans. Contact Mike at (219) 381-6725 or email me at mike100e@sbcglobal.net

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.

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 @ 630-234-2713.

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

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: smccarthy@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

Trade and Compliance Leader looking for employment with Chicagoland manufacturing firm. Thrives on new challenges and finding creative solutions. Develops strategies to increase productivity and compliance through process improvements and developing staff. Insures reliability, efficiency, and cost optimized supply chains through expertise in trade compliance and international logistics. Interested? Contact amy.zacher@gmail.com



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Cubs vs. Colorado Rockies – United Club Outing

Below are just a few of our members and guests who joined us for our July 31st outing to Wrigley Field to see our Cubbies take on the Colorado Rockies, on what turned out to be a day of delightful baseball weather. Everything started off in the United Club where those attending enjoyed a fabulous gourmet buffet luncheon in the private Dugout Room which was reserved exclusively for our members. Then it was on to the game, which was rather quiet and scoreless until the bottom of the 6th inning, when the Cubs finally showed some life and scored 3 runs. The Rockies came back in the 7th with a run to make it close, but the Cubs held on to pull out a 3-1 victory. For a change, everyone went home full and happy.



Traffic Club Calendar for 2014

The following is a listing of Club activities that have been scheduled for 2014. Please be sure to mark your calendars accordingly, so that you don't miss any of these important events.

Aug 8	Membership Committee Meeting	Oct 16	Executive Series Luncheon, Avalon Banquets, Elk Grove Village, IL Air Freight Program with United Airlines Cargo	Mar 6	Membership Committee Meeting
Aug 11	Board of Governors Meeting	Nov 7	Membership Committee Meeting	Mar 9	Board of Governors Meeting
Aug 11	House Committee Meeting	Nov 10	Board of Governors Meeting	Mar 19	Executive Series Luncheon, Location & Speaker TBA
Aug 21	3rd Golf Outing, Blackstone Golf Club, Marengo, IL	Nov 20	Executive Series Luncheon, Location, Program & Speaker TBA	Apr 3	Membership Committee Meeting (tent)
Sep 5	Membership Committee Meeting	Dec 3	Annual Holiday Reception (tent)	Apr 13	Board of Governors Meeting
Sep 8	Board of Governors Meeting	Dec 5	Membership Committee Meeting	Apr 13	House Committee Meeting
Sep 11	Annual Complimentary Retirees Luncheon, Itasca Country Club	Dec 8	Board of Governors Meeting	May 1	Membership Committee Meeting
Sep 11	Executive Series mini-briefing, Innovative Center at the Motorola Campus, Schaumburg, IL	Dec 8	House Committee Meeting	May 11	House Committee Meeting
Sep 25	Final Golf Outing, Geneva National Golf Club, Lake Geneva, Wisconsin	Dec 8	House Committee Meeting	May 11	Board of Governors Meeting
Oct 2	Information Networking Event, Goose Island Brewery, Chicago, IL	Dec 8	House Committee Meeting	May ?	Annual Dinner Golf Outing, Cog Hill Golf Club, Lemont, IL Date TBA
Oct 3	Membership Committee Meeting	Jan 9	Membership Committee Meeting	May ?	108th Annual Dinner, Date & Location TBA
Oct 8	10th Annual Transportation Night networking event, Rosewood Restaurant, Rosemont, IL	Jan 12	Board of Governors Meeting	Jun 5	Membership Committee Meeting
Oct 13	Board of Governors Meeting	Jan 12	House Committee Meeting	Jun 8	Board of Governors Meeting
Oct 13	House Committee Meeting	Jan 14	Joint Traffic Club-Midwest Assn. of Rail Shippers Luncheon, Oak Brook Hills Resort, Oak Brook, IL Guest Speaker TBA	Jun 18	First Golf Outing of the Season, Location TBA (tent)
		Feb 6	Membership Committee Meeting	Jul 10	Membership Committee Meeting
		Feb 9	House Committee Meeting	Jul 13	Board of Governors Meeting
		Feb 9	Board of Governors Meeting	Jul 13	House Committee Meeting
		Feb 19	Executive Series Luncheon, Location & Speaker TBA	Jul 16	2nd Golf Outing, (tent) Location TBA
				Aug 7	Membership Committee Meeting
				Aug 10	Board of Governors Meeting (tent)
				Aug 20	3rd Golf Outing (tent) Location TBA

Dates for 2015

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