

The Waybill

News Bulletin of the Traffic Club of Chicago

December 2012



Season's Greetings



The Club's Officers and Directors wish all of our members and their families, a safe and joyous holiday season with the hope that the New Year brings you a bounty full of health and prosperity.

President's Message

Whether you celebrate Christmas, Chanukah, Kwanza, or you just celebrate the holiday season generally, on behalf of the Traffic Club, I'd like to wish each of you, and your families, a very happy and healthy holiday season. This will be my last President's message, as I am handing over the baton into the very capable hands of Eddie Beard.

Some folks suggest that being president of a major association is somewhat akin to owning a boat, where the best days are the first day and the last day. However, I can say with all sincerity that's absolutely not the case! To the contrary, I've had a lot of fun throughout this past year. Collectively we have accomplished great things on behalf of the Traffic Club, and I will look forward to continuing to work with you in various Club related capacities.

The Club remains a very strong and vibrant organization. Our financial situation is healthy, our membership base is strong, and our activities and programs are diverse, interesting and exciting. All of this could not be accomplished without the tremendous efforts of our officers and board, as well as our committee chairpersons and committee members. I would like to extend a well-deserved thank you to each and every one of them for helping me and the Club this year. I'd also like to extend a special thank you to our Executive Director, Bill Fors, who has continued to work hard on behalf of our organization.

I would like to thank all of you for being members of the Traffic Club of Chicago. Any association is only as strong as its membership, and each and every one of you contributes to the strength of this organization through your assistance and participation in our events.

— continued on page 4

WELCOME NEW MEMBERS

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

Michael Sullivan
V.P. Fleet Portfolio Management
GATX Corporation
222 W. Adams Street
Chicago IL 60606-5314
312-621-6430 – fax not available
e-mail: Michael.sullivan@gatx.com

Dr. Barton Jennings
Professor Supply Chain Management
Western Illinois University
1 University Circle
Macomb IL 61455
309-298-1540 – fax not available
e-mail: be-jennings@wiu.edu

Gregory Alderman
Account Executive
DEW Distribution Services
2201 Touhy Avenue
Elk Grove Village IL 60007
847-593-3070 – fax 847-593-3094
e-mail: greg@dewdist.com

Alex Degutis
Vice President Business Development
Salco Products
1385 101st Street
Lemont IL 60439
630-685-4635 – fax not available
e-mail: alex_degutis@salcoproducts.com

Timothy Jones
Senior Sales Manager
Ervin Equipment, Inc.
608 N. Ohio
Toledo IL 62468
217-202-9411 – fax not available
e-mail: tim@ervinusa.com

Daniel Paulsen
Associate Director of Marketing
Hub Group, Inc.
3050 Highland Parkway, Suite 100
Downers Grove IL 60515
630-271-3729 – fax not available
e-mail: dpaulsen@hubgroup.com

Jason Olinger
Area Sales Manager
YRC Freight
1000 Chaddick Drive
Wheeling IL 60090
847-309-6941 – fax not available
e-mail: Jason.olinger@yrcfreight.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.

Mike Conley
Vice President North America
Air Cargo Americas
10700 Seymour Avenue
Franklin Park IL 60131
847-261-0214 – fax not available
e-mail: mike.conley@airbridgecargo.com

John Farrelly
Director of Business Development
Fastmore Logistics
251 Eastern Avenue
Bensenville IL 60106
847-290-0095 – fax not available
e-mail: john.farrelly@fastmore.com

Gregory Taptich
Director of Transportation
Indorama Ventures O&G, LLC
2610 Lake Cook Road, Suite 133
Riverwoods IL 60015
847-943-3116 – Fax 847-943-3194
e-mail: gtaptich@us.indorama.net

Scott Anderson
Vice President
Lee & Associates
9450 W. Bryn Mawr Ave. Suite 550
Rosemont IL 60018
773-355-3021 – fax 773-693-9921
e-mail: sanderson@lee-associates.com

David Martin
Senior Vice President
Mark XVI Transportation Solutions
P.O. Box 74070
Phoenix AZ 85087
219-322-5151 – fax not available
e-mail: dmartin@markxvi.com



Visit our website:
www.traffic-club.org

The Waybill



published by

THE TRAFFIC CLUB OF CHICAGO
201 E. Army Trail Road, Suite 100-A
Bloomingdale, IL 60108

PHONE 630-529-1333
FAX 630-529-1331
E-MAIL staff@trfclub-chicago.org
WEB traffic-club.org

Board of Directors

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Eddie Beard
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Craig Boroughf
USG Corporation

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Jeffrey Leppert The Treppel Group	Mike Rulis First Union Rail
Frank Meidl Union Pacific Railroad	Tom Tisa CN
Jim Galen Keywell LLC	Jim Keuck BNSF Railway (retired)

Executive Director
William Fors

ADVERTISING

BUSINESS CARD: 3-1/2" w X 2" h	
ONE TIME	\$30.00
2-3 INSERT	\$27.00 each
4 OR MORE	\$25.00 each
1/4 PAGE: 4-7/8" w X 3-1/4" h or 2-3/8" w X 6-3/4" h	
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ONE TIME	\$170.00
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FULL PAGE: 7-1/2" w X 10" h	
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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

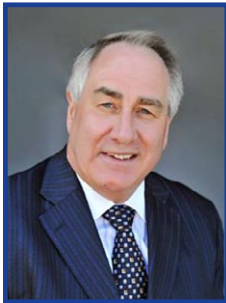


THE TRAFFIC CLUB OF CHICAGO
and the
MIDWEST ASSOCIATION OF RAIL SHIPPERS
Invites You to Attend Our Joint
EXECUTIVE SERIES LUNCHEON PROGRAM

WEDNESDAY, JANUARY 23, 2013

Marriot Oak Brook Hills Resort
 3500 Midwest Road – Oak Brook, Illinois

Guest Speaker



JAMES R. HERTWIG
 President and Chief Executive Officer
 Florida East Coast Railway, LLC

Topic

**“Trucks and Trains Join Forces...
 Midwest Shippers Improve Profitability
 in and Out of the South.”**

Market forces are being impacted through insightful strategies as “new thinking” is being encouraged and “real partnerships” are being forged by rail marketers and truck operations personnel. Modes really can work together for the better and shippers are the primary benefactor.

EDUCATION COMMITTEE:

JAMES GIBLIN, *Chairman*
 Occam Consulting Corporation

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

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

LUNCHEON PROMPTLY AT 12:00 NOON
 NO CANCELLATIONS AFTER JANUARY 18, 2013

“Follow the Club on Facebook and Twitter”

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

JAMES R. HERTWIG
 Florida East Coast Railway, LLC

Please reserve the following tickets for your joint luncheon program on Wednesday, January 23, 2013 at the Marriott Oak Brook Hills Resort, Oak Brook, Illinois:

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

Name _____ Company _____ Phone _____

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

Charge my credit card and call me for billing information Please send me information on your organization

Address _____ City _____ State / Zip _____

...President's Message

continued from page 1

Your Club has accomplished much this year. Our educational series luncheons, entertainment events and golf outings were, as always, stellar. Our annual dinner was, unequivocally, the highlight of the year. Our new website is up and running (at long last!). We have instituted a variety of policies and procedures to attract new members, and to focus attention on a younger generation of members. We continue to provide college scholarship opportunities to children and grandchildren of our members. Finally, we will be returning the Club to its not-for-profit status in the next several months.

Once again, my thanks to all of you for helping to make 2012 another fantastic year for the Traffic Club of Chicago!

Very truly yours,
Myles L. Tobin

Scholarship Application Reminder

Applications for the Scholarship Committees 2013 awards program were sent to the members quite some time ago. If you don't recall receiving this application, please contact the Club office and we will get one sent off to you right away. For those of you who received the application via e-mail, this year's application has been designed whereby the student can fill out the application which can then be e-mailed back to the Club office upon completion.

The Club office will not contact any student to inform them that their applications are incomplete. It is the sole responsibility of the student to see that their completed application along with all other required documentation is received by the Club office postmarked no later than January 25, 2013. Applications or any other required information that is received after this deadline date will not be accepted by the committee and will be returned to the student.

— Classifieds —

Traffic/Logistics Manager with over 26 years of experience is looking for new opportunities. All modes including private fleet, intermodal, international, analyzed alternative methods. Reviewed and written transportation agreements. Strong management skills. Interested in full time. Please contact 708-606-8635 or Ajhauser79@sbcglobal.net

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

Recent Loyola University graduate seeking position in the transportation industry. Graduated in May, 2012 with BA in International Business and Marketing with minor in French language. I'm the son of TCC Member Jody Chisholm and if you have a full time position, internship opportunity or a lead, please contact Bill Chisholm at: William.d.hisholm@gmail.com

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dleegibson@aol.com



THE TRAFFIC CLUB OF CHICAGO

Invites One and All to Our

INFORMAL NETWORKING NIGHT

WEDNESDAY, JANUARY 16, 2013

5:30 PM - 8:00 PM

Goose Island Brewery

“Siebel Hall”

1800 N. Clybourn Avenue – Chicago, Illinois



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

TICKETS: \$30.00 each

Includes 2 Drink Tickets and Appetizers

FREE PARKING

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Reservations are required.

email us at staff@trfclub-chicago.org

Call us at 630-529-1333 – Fax us at 630-529-1331

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Bloomington, Illinois 60108
(630) 529-1333 FAX (630) 529-1331

INFORMAL NETWORKING NIGHT
Goose Island Brewery

Yes, I would like to attend your Informal Networking Event on Wednesday, January 16, 2013 at the Goose Island Brewery.

Please reserve _____ ticket(s) at \$30.00 each

Name _____ Company _____ Phone _____

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

Charge my credit card and call me for billing information Please send me information on your organization

Address _____ City _____ State / Zip _____

2013 Executive Series Luncheon Program Schedule

Continuing to present quality speakers to our members and their guests, the Education Committee has confirmed the following dates for 2013 with additional event information to be forthcoming. Please be sure to mark your calendar and plan to attend these timely and informative programs.

January 23

Joint Traffic Club-MARS Luncheon
Guest Speaker: James Hertwig
President & Chief Executive Officer
Florida East Coast Railway
Marriott Oak Brook Hills Resort
3500 Midwest Road
Oak Brook, Illinois

February 21

Carlisle Banquets
Lombard, Illinois

March 21

Maggiano's Restaurant
Chicago, Illinois downtown

April 18

Fountain Blue Banquets
Des Plaines, Illinois

September 19

Avalon Banquets
Elk Grove Village, Illinois

October 17

Location and Speaker TBA

November 21

Location and Speaker TBA

Golf Dates for 2013

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

May 15

Annual Dinner Golf Outing
Cog Hill Golf Club
Lemont, Illinois

June 19

Seven Bridges Golf Club (tentative)
Woodridge, Illinois

July 18

Abbey Springs Golf Club
Lake Geneva, Wisconsin

August 15

Odyssey Golf Club "New"
Tinley Park, Illinois

September 26

Pinecrest Golf Club "New"
Huntley, Illinois

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

...Classifieds

continued from page 4

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

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

Looking for new opportunities. Software development and Information Technology professional with 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, ConnectShip certified. Contact Alex at (847)282-4471

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

Linguist with 3 years of experience supporting U.S. Army operations in Iraq. Extensive experience in global freight transportation operations as well as quality and process auditing. Ability to work in high-pressure environments. Interested in full time employment. Please contact me at ngzacharia@yahoo.com or by phone 847-845-0217.



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Traffic Club Dues = Priceless Benefits

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

Executive Series luncheons featuring top industry speakers

Scholarship Fund for children and/or grandchildren of members

Numerous customer entertainment venues including:

Dinner Theater Events

Golf Outings

Varied Sporting Events

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

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

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

Endless opportunities to network with your peers

Belonging to one of the finest transportation organizations in the country

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

The Membership Committee

CSA Program a Huge Success

The Education Committee's November 29th program "CSA – What Shipper Should Know" was a resounding success with over 100 members, guests and non-members attending this important program on what shippers, not just the carriers, need to know about current and pending CSA legislation. The program was held in the Wojcik Conference Center of Harper College, and from the comments received, many would like to see us return here for any future executive briefing programs.

The day's program started with an opening keynote address by Robert Voltmann, President and CEO of the Transportation Intermediaries Association. Following his address, Dave LaPorte, President of LaPorte CSA presented an excellent power point overview and history on CSA, how it began, and what the industry can expect in the future. Completing the morning was a panel program moderated by Dave LaPorte, with representatives from the trucking industry answering questions from the audience covering numerous topic areas.

The day concluded with an excellent luncheon, followed by a presentation from Mike Regan, President of TranzAct Technologies who spoke on various subjects related to CSA. In closing he also asked whether those involved, both the shipper and the carrier are actually giving a 100% effort to ensure the safe movement of the freight they are responsible for.

The committee would like to sincerely thank Harper College and its staff for all the help they gave us in making this a successful event.



The audience intently listens as panel members respond to questions from the moderator and others regarding issues covering both current and pending CSA legislation.

Following lunch a packed dining room listens to Mike Regan, President of TranzAct Technologies as he speaks to the audience covering some of the areas discussed in the morning program.



— Welfare —

Robert Muenzenberger, Honorary member and retired Manager of Transportation for FMC Corporation passed away on September 11 at the age of 83. Mr. Muenzenberger was a 30+ year member, joining the Club in 1980 as the Manager of Motor Rates and Services for FMC. Although a long time member, he never served on any Club committees but was a familiar figure at many of the Club events. He retired in 1994 and was presented an honorary membership at that time. Unbeknownst to many, Bob was an avid hunter and spent many a weekend hunting with his sons. He was also a passionate volunteer with the Boy Scouts of America who never missed a campout with the boys.

He and his wife Sylvia resided in Hoffman Estates upon his retirement and remained there until 2010 when they moved to Des Moines, Iowa to be closer to family.



Rick Williams
 E-mail: rick@ranktransportation.com
 Phone: (630) 855-3053
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MEMBERSHIP CHALLENGE 2013...LOOKING FOR A FEW GOOD MEMBERS

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

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

Thanks for your help in making 2012 another successful membership drive year!

THE TRAFFIC CLUB OF CHICAGO

Application for Membership

Resident - \$280

Anyone residing within a 75 mile radius from City Hall Chicago

Non-Resident - \$80

Anyone residing outside a 75 mile radius from City Hall Chicago

Young Professional - \$80

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

PRINT Applicant's Name _____ Date of Birth _____

TITLE _____ Co. _____

Business Address _____ Phone (____) _____

City _____ State/Zip _____ Fax (____) _____

E-mail _____ Website _____

Home Address _____ City _____ State/Zip _____

Please indicate the area your company represents:

Air Rail Truck Water Industry

Other _____

Signature _____ Date _____

Sponsor _____ Card No. _____

FOR CLUB USE ONLY

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

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

Traffic Club Calendar for 2012

The following is a listing of Club activities that have been scheduled for 2012. Please be sure to mark your calendars accordingly, so that you don't miss any of these important events.

Dec 5	Annual Holiday Reception and Election. Union League Club of Chicago, Main Dining Room	Mar 11	Board of Governors Meeting	Aug 2	Membership Committee Meeting
Dec 7	Membership Committee Meeting	Mar 21	Executive Series Luncheon, Maggiano's Restaurant. Downtown Chicago (tent)	Aug 12	Board of Governors Meeting (tent)
Dec 10	Board of Governors Meeting	Apr 5	Membership Committee Meeting	Aug 12	House Committee Meeting (tent)
Jan 4	Membership Committee Meeting	Apr 8	Board of Governors Meeting	Aug 15	3rd Golf Outing – Odyssey Country Club, Tinley Park, IL
Jan 14	House Committee Meeting	Apr 18	Executive Series Briefing & Luncheon. Fountain Blue Banquets, Des Plaines, IL (tent)	Sep 6	Membership Committee Meeting
Jan 14	Board of Governors Meeting	May 3	Membership Committee Meeting	Sep 9	Board of Governors Meeting
Jan 16	Networking Night at Goose Island Brewery. This event is open to both members and non-members	May 13	House Committee Meeting	Sep 19	Executive Series Luncheon, Avalon Banquets, Elk Grove Village, IL
Jan 23	Joint TCC-MARS luncheon. Guest speaker, James Hertwig, President & CEO, FEC Railway, Marriott Oak Brook Hills Resort, Oak Brook, IL	May 13	Board of Governors Meeting	Sep 26	Final Golf Outing – Pinecrest Golf Club, Huntley, IL
Feb 1	Membership Committee Meeting	May 15	Annual Dinner Golf Outing, Cog Hill Golf Club, Lemont IL	Oct 4	Membership Committee Meeting
Feb 11	Board of Governors Meeting	May 16	106th Annual Dinner, Chicago Hilton Hotel, International Ballroom. Guest speaker: Don Mann, former member of famed Seal Team 6	Oct 9	9th Annual Transportation Night networking event, Rosewood Restaurant, Rosemont, IL
Feb 21	Executive Series Luncheon, Carlisle Banquets, Lombard, IL	Jun 7	Membership Committee Meeting	Oct 14	House Committee Meeting
Mar 1	Membership Committee Meeting	Jun 10	House Committee Meeting	Oct 14	Board of Governors Meeting
Mar 11	House Committee Meeting	Jun 10	Board of Governors Meeting	Oct 17	Executive Series Luncheon, location TBA
		Jun 19	1st Golf Outing – Sevens Bridges Golf Club, Woodridge, IL	Nov 1	House Committee Meeting
		Jul 5	Membership Committee Meeting (tent)	Nov 11	Board of Governors Meeting
		Jul 8	Board of Governors Meeting	Nov 11	House Committee Meeting
		Jul 18	2nd Golf Outing – Abbey Springs Golf Club, Lake Geneva, WI	Nov 21	Executive Series Luncheon, location TBA
				Dec 4	Annual Holiday Reception, location TBA (tent)
				Dec 6	Membership Committee Meeting
				Dec 8	Board of Governors Meeting

Dates for 2013

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

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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