

The Waybill

News Bulletin of the Traffic Club of Chicago

February 2011



From the Office of the President

Many of you had a chance to attend our successful joint TCC-MARS luncheon program last month at the Marriott Oak Brook Hills Resort. Over 300 were in attendance to hear a presentation by Keith Creel, Executive Vice President and COO for the CN. This was by far the largest attendance we've had for this luncheon and hopefully, this is a sign that the economy is turning around. We have another fine luncheon program coming up on February 17th at the Carlisle Banquets in Lombard. Our guest speaker that day is Christopher Lofgren, President and CEO of Schneider National, Inc., so plan on attending what will most certainly be a very informative program.

On February 10th the Entertainment Committee is hosting its first dinner theater event of the year at the Victory Gardens Theater. The theater is presenting the world premiere of "The Boys Room" and there are still tickets available. I'll be there, so I look forward to seeing many of you that evening.

As the club moves forward, we are continuing to develop and fine-tune a strategic plan that will help us far into the future. Currently, we are looking at the demographics of our membership in order to help us with the planning of future events, while at the same time expanding our ability to attract new members.

On a historic note, this spring marks the 100th anniversary of the opening of the Chicago and North Western Railway Terminal on Madison Street, or, what is known today as the Ogilvie Transportation Center. The Chicago and North Western Terminal was one of two great urban railroad terminals, Union Station being the second, to open in Chicago during the first quarter century, in order to accommodate the growing volume of passenger traffic through the city. At the time, this station set many new standards in modern urban railroad station design, including state-of-the-art switching and signaling systems.

Jim Galen

Reserve Your Rooms Now

The Annual Dinner Committee has reserved a block of rooms for our 104th annual dinner on Thursday, May 19th at the Sheraton Chicago Hotel & Towers. The hotel is located along the Chicago River at 301 E. North Water Street in downtown Chicago. The club has been given a special room rate of \$209 for single or double occupancy. For those coming into town to attend our golf outing the day before the dinner, this special rate is also in effect.

Our guest speaker for the dinner will be Lt. General Russel L. Honore USA (retired). As we all know by now, in 2005 a category 5 hurricane named Katrina, hit New Orleans and brought utter devastation to the city, a city that was ill-equipped and unprepared to deal with a disaster of such magnitude. It was General Honore, then Commander of Joint Task Force Katrina, whose ultimate responsibility was to restore order and bring hope to an otherwise devastated city.

— continued on page 7

Scholarship Applications Now in the Hands of the Judges

The deadline to get in the applications in for this year's scholarship awards program has come and gone. The Scholarship Committee is currently in the process of judging the applications and will make their decision known in time for their presentations to be made at our March 17th Executive Series luncheon program at the Carlisle Banquets in Lombard, Illinois.

For those who are unfamiliar with the judging process, the judges receive the applications with all references to the students and parents names removed. This creates an impartial judging process by which all students are judged only on their grades, their letter to the committee and any involvement in extra-curricular school activities, or outside non-school activities.

WELCOME NEW MEMBERS

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

Christopher Lange
Vice President Sales
Transplace
1919 Wicklow Road
Naperville IL 60564
(630) 561-5291 – Fax (972) 448-7147
e-mail: chrislange12@gmail.com

Peter Burke
Vice President of Procurement
Smurfit Stone Container Corporation
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Chicago IL 60601
(312) 580-2270 – Fax not available
e-mail: pburke@smurfit.com

Michael Smoczynski
Transportation Manager
Freudenberg Household Products, LP
2188 Diehl Road
Aurora IL 60502
(630) 270-1488 – Fax (630) 270-1695
e-mail: mike.smoczynski@fhp-ww.com

David Kerr
Director of Marketing
Mitsui Rail Capital, LLC
71 S. Wacker Drive, Suite 1800
Chicago IL 60606
(312) 803-8861 – Fax (312) 803-8890
e-mail: dkerr@mrc-rail.com

Welcome Returning Members

John Brennan
Sales Manager
America's Body Company
10541 S Hoyle
Chicago IL 60643
773-571-6820 – Fax 773-453-6708
e-mail: jbrennan@abctruck.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.

Daniel Penovich
Vice President Sales & Marketing
Mitsui Rail Capital LLC
71 S. Wacker Drive, Suite 1800
Chicago IL 60606
312-803-8860 – Fax not available
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James Hertwig
President & CEO
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James Nichols
Director Business Development
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e-mail: jim.nichols@knighttrans.com

Dennis Grim
Executive Director
Business to Business Communications
411 W. River Road, Suite 207
Elgin IL 60123
847-531-2207 – Fax not available
e-mail: denny@soundbusinessnetwork.com

Kevin Ruble
Founding & Managing Member
Marquette Rail, LLC
P.O. Box 3388 PMB 1001
Evergreen CO 80437-3388
214-893-7681 – Fax not available
e-mail: Kevin@kevinruble.net

— continued on page 7

The Waybill



published by

THE TRAFFIC CLUB OF CHICAGO

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Bloomington, IL 60108

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WEB traffic-club.org

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BUSINESS CARD: 3-1/2" w X 2" h
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Artwork (**electronic file**) must be received by the club office no later than the 2nd Thursday of the month. For further information, call 630-529-1333.

Designed by Nite Owl Prints

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Timothy E. O'Donnell
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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.



2011 Executive Series Luncheon Program Schedule

Continuing to present quality speakers for our Executive Series luncheon programs as well as our half-day Executive Briefings, the Education Committee has confirmed the following list of dates and speakers for this year to date. Please be sure to mark your calendars and attend these very informative programs.

February 17th

Christopher Lofgren
President and Chief Executive Officer
Schneider National, Inc
Carlisle Banquets
Lombard, Illinois

March 17th

John P. Lanigan, Jr.
Executive Vice President and CMO
BNSF Railway
Carlisle Banquets
Lombard, Illinois

April 21st

Executive Briefing Program
Half-day panel program including luncheon, will focus on the mode of transportation that gets 80% of the product to the market place.
Fountain Blue Banquets
Des Plaines, Illinois

September 15th

Thomas Murphy
Executive Vice President and COO
Polar Air Cargo
Avalon Banquets
Elk Grove Village, Illinois

— Welfare —

Sonya Stephens – newly elected Resident member last December as the Government Services Representative for Becker Logistics, passed away suddenly on December 21st at the age of 47.

Lewis Kantz – Honorary member and retired General Traffic Manager for Central Steel-Wire Company passed away over a year ago at the age of 87 and the club was just been informed of his passing. Mr. Kantz joined the club in 1967, and although he was never an active member, nor did he ever serve on any committees, he remained a member until his retirement in 1987, at which time he was made an honorary member. He and his wife spent their retirement years in the south Chicago area until his passing.

— continued on page 8

Student Memberships Are Currently Being Discussed

At the suggestion of the Strategic Planning Committee, the Membership Committee is currently looking into the possibility of creating a Student membership for those students who are currently enrolled full time and are studying for careers in transportation and/or logistics. Since these students will follow in the footsteps of those currently in the industry, it was felt that getting these students involved in the club at an early level would be a positive step.

The committee is in the process of contacting schools in the Chicago area that offer transportation programs, in order to see if there was any interest in this concept. If we receive favorable comments from the schools, we would then begin the process in finding the most positive approach, with the help of the schools, to get this information out to the students. We will keep the membership apprised of this program as the committee moves forward.



Scott S. Anderson
Vice President

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sanderson@lee-associates.com

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THE TRAFFIC CLUB OF CHICAGO

Invites You To Attend Our EXECUTIVE SERIES LUNCHEON PROGRAM and SCHOLARSHIP AWARDS PRESENTATION

THURSDAY, MARCH 17, 2011

Carlisle Banquets
435 E. Butterfield Road
Lombard, Illinois



Guest Speaker

JOHN LANIGAN

Executive Vice President and Chief Marketing Officer

BNSF Railway
Ft. Worth, Texas

Mr. Lanigan has held his current position in the company since 2003, and is responsible for BNSF's sales, marketing, customer service, economic development and business unit activities. Prior to joining BNSF, Mr. Lanigan served as President and CEO of Logistics.com. He previously spent over 16 years with Schneider National, Inc. He joined Schneider in 1984 where he served in a variety of line and leadership roles. In 1995 he was promoted to President, Transportation Sector, where he was responsible for all trucking and intermodal operations. In 1995 he was named chief operating officer and held that position until he joined Logistics.com. Prior to his transportation career, he served in the U.S. Coast Guard and retired from the U.S. Coast Guard Reserve with over 20 years of active and reserve service.

TICKETS: MEMBERS & GUESTS \$45.00 - NON-MEMBERS \$55.00

EDUCATION COMMITTEE:

Chairman: JAMES GIBLIN
Transystems

RECEPTION AT 11:30 A.M. - LUNCHEON PROMPTLY AT 12:15 P.M.
TABLES OF 10, INDIVIDUALS WELCOME
NO CANCELLATIONS AFTER MARCH 14, 2011

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

JOHN LANIGAN
BNSF Railway

Please reserve the following tickets for your March 17, 2011 Executive Series Luncheon at the Carlisle Banquets, Lombard, Illinois:

_____ Member & Guest - \$45.00 each _____ Non-Member - \$55.00 each

Name _____ Company _____ Phone _____

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

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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 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



The Traffic Club of Chicago congratulates the Intermodal Association of Chicago on its 50th Anniversary this year!

Their Anniversary Party will be held in August and further information on this event will be available at a later date.

Traffic Club members are cordially invited to attend the IAC's monthly dinner meetings which are held the first Monday of the month at Carriage Greens Country Club in Darien, Illinois. The cost to attend their dinners is \$25 or \$30 at the door. To purchase tickets in advance please visit their website at: www.intermodalofchicago.org. Their annual Dinner Cruise will be held in September, and once again Traffic Club members will be invited to attend.

...Reserve Your Rooms

continued from page 1

To make your reservations, you can call the hotel direct at 312-464-1000 or by calling their toll free number at 800-233-4100. In order to get our discounted rate, you must tell them that you are making your reservations under the Traffic Club of Chicago "Room Block". For those companies who wish to reserve a hospitality suite for the night of the dinner, please call Ms. Erin Lestikow at 312-329-7273. She will be happy to handle any needs that you may require.

Open Invitation from T.O.T.S.

Are you 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. holds 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 peers from the industry. For those who would like further information, please contact Gene Schmittgens at 708 748-5366 or by e-mail at: epsnets@yahoo.com

...On the Move

continued from page 2

Patrick Seger
Sales Representative
PPG Protective & Marine Coatings
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815-957-0310 – Fax 630-729-3003
patrick.seger@ppg.com

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Eastern Region Sales Representative
AEP River Operations
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Warrendale PA 15086
724-933-4660 – Fax 724-933-4677
e-mail: gfchamberlain@aepriverops.com

William Tilker
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East Chicago IN 46312
219-801-7454 – Fax 219-397-0315
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James Ray, Sr.
President
RayTrans Management, Inc
312-488-1114 – Fax 877-814-7740
e-mail: jimray.logistics@gmail.com
All other information remains the same

Mark Seaton
Account Manager
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9210 Corporation Drive
Indianapolis IN 46256
317-842-2497 – Fax not available
e-mail: mark.seaton@grainger.com

2011 Officer and Directors



Pictured are the officers and directors for 2011 who were elected to office at our annual holiday reception last December. Seated left to right: President, Jim Galen, Keywell LLC; 1st Vice President, Myles Tobin, Fletcher 7 Sippel; 2nd Vice President, Eddie Beard, Central Mfg. Services; Secretary-Treasurer, Craig Boroughf, USG Corporation. Standing left to right are Directors: Frank Moczulewski, Norfolk Southern; Tom Tisa, CN; Bruce Betts, Flak International; George Baima, Pacella Trucking; Jack Powers, Santa Fe Ry. (retired); Mike Rulis, First Union Rail and Tim Cunningham, Hassett Air Express.

— Welfare —

Archie Gainey – Honorary member and retired District Sales Manager for Consolidated Rail Corporation, passed away on January 9th. He was 89. Mr. Gainey was a long time member of the club, joining in 1965 when he was then Regional Sales Manager for the former Erie-Lackawanna Railroad. Mr. Gainey was a very active member of the club and served on a number of committees, with special emphasis on the Indoor Entertainment and Sports & Pastimes committees. He was an avid bowler and served as Treasurer of the Bowling Committee, back in the days when many members looked forward to the bowling tournament that was held annually between our Club and the Milwaukee Traffic Club. Upon his retirement in 1984, he was elected to honorary status and retired to Vista, California. He later moved back to the area and was living in Peoria, Illinois at the time of his passing.

William Miner – Honorary member and retired member of the Standing Rate Committee for the former Transcontinental Freight Bureau, passed away on December 18th at the age of 90. Mr. Miner was a long time member of the club, joining in 1963 as General Freight Agent for the Santa Fe Railway Company. In 1967, with the backing of the Santa Fe, he left the company to join the Transcontinental Freight Bureau, a position he held until his retirement in 1982. During his many years as a member, he was not as active as some members, but still served on the Education and Finance committees from 1969 to 1975. Upon his retirement in 1982 he was elected to honorary member status and he and his first wife Mimi Louise moved to Natchitoches, Louisiana where she died in 1984. He later married a long time friend Dorothy Ewing and they moved to Waco, Texas where he resided at the time of his passing.

— Classifieds —

OmniTRAX is seeking a Regional Director of Sales and Marketing to focus primarily on revenue growth in the Chicagoland (Northern) region. Direct experience in sales, transportation, marketing, operations, or logistics desired. Direct experience in railroad freight marketing a plus. Economic and industrial development experience highly preferred. Must be based in Chicago. Contact James Restelli with DHR International if interested. Referrals welcome. 312-782-1581. jrestelli@dhrinternational.com

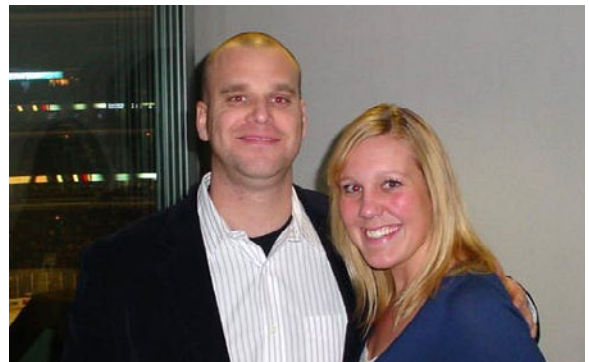
Transportation professional with extensive 3PL experience is seeking a new opportunity. Experienced in sales, sales management (salaried and commissioned) as well as customer service management. Experience also includes truckload, intermodal, LTL and logistics services. For more information call Chuck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

Looking for an individual with a progressive background in finance-leasing, maintenance-management, equipment acquisition, remarketing for transportation and distribution equipment. A proven record of organizational team-building skills, program development and leading sales results. Utilize consultative techniques to customize products and services in complex, multiple-level decision making environments. Consistently exceeded client expectations and recognized as a top achiever. Called on key decision-makers, created persuasive account strategies, and built a high degree of credibility and integrity in a competitive marketplace. Contact; Roger Stevenson 1-815-666-7473

Truckload company is seeking a sales representative for the Chicago area. This person will cover all of the Chicago and Milwaukee area for a 1,300 truck asset based carrier in the Midwest. Salary is open plus a strong car allowance. Interested parties should contact Roger Sulkowski at 724-733-1130 or by e-mail at: rogerhw@windstream.net

Another Successful Skybox Night

Due to the article on our annual holiday reception in the January newsletter, we were not able to get the photos in from our December 22nd Skybox Night event at the United Center. Since we promised we would do so, here are those members and guests who enjoyed the evening watching our Chicago Blackhawks take on the Nashville Predators. Everyone went home happy as well, with the Blackhawks winning the battle 4-1 over the Predators.



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.

Feb 4	Membership Committee meeting	May 19	104th Annual Dinner, Sheraton Chicago Hotel & Towers. Guest speaker: Lt. General Russel Honore, USA (retired)	Sep 22	Oktoberfest Party Schnitzel Platz Restaurant, Glendale Heights IL
Feb 14	House Committee meeting	Jun 9	1st Golf Outing of the Season, Whisper Creek Golf Club, Huntley IL	Oct 7	Membership Committee meeting
Feb 14	Board of Governors meeting	Jun 13	House Committee meeting	Oct 10	House Committee meeting
Feb 17	Executive Series Luncheon, Guest Speaker: Christopher Lofgren, President and CEO, Schneider National, Inc, Carlisle Banquets, Lombard, IL	Jun 13	Board of Governors meeting	Oct 10	Board of Governors meeting
Mar 4	Membership Committee meeting	Jul 8	Membership Committee meeting	Oct 20	Executive Series Program Location & Speaker TBA
Mar 14	House Committee meeting	Jul 11	House Committee meeting	Nov 4	Membership Committee meeting
Mar 14	Board of Governors meeting	Jul 11	Board of Governors meeting	Nov 14	House Committee meeting
Mar 17	Executive Series Luncheon, Guest Speaker: John Lanigan, Exec VP & CMO, BNSF Railway, Carlisle Banquets, Lombard IL	Jul 14	2nd Golf outing, Abbey Springs Golf Club, Fontana, WI	Nov 14	Board of Governors meeting
Apr 1	Membership Committee meeting	Jul 14	2nd Golf outing, Abbey Springs Golf Club, Fontana, WI	Nov 17	Executive Series Briefing & Luncheon, Fountain Blue Banquets, Des Plaines IL
Apr 11	House Committee meeting	Jul 29	Dinner Theater Event, Neil Simon's "Broadway Bound", Drury Lane Theater, Oak Brook IL	Dec 2	Membership Committee meeting
Apr 11	Board of Governors meeting	Aug 5	Membership Committee Meeting	Dec 6	Annual Holiday Reception, location TBA
Apr 21	Executive Series Briefing & Luncheon, Fountain Blue Banquets, Des Plaines IL	Aug 8	Board of Governors Meeting	Dec 12	House Committee meeting
May 6	Membership Committee meeting	Aug 11	3rd Golf Outing, Ravisloe Country Club, Homewood, IL	Dec 12	Board of Governors meeting
May 9	House Committee meeting	Sep 2	Membership Committee Meeting	Jan 6	Membership Committee meeting
May 9	Board of Governors meeting	Sep 8	Final Golf Outing, Orchard Valley Golf Club, Aurora, IL	Jan 9	House Committee meeting
May 18	Annual Dinner Golf Outing, Cog Hill Golf Club Lemont, IL	Sep 12	House Committee Meeting	Jan 9	Board of Governors meeting
		Sep 12	Board of Governors Meeting	Jan 11	Joint Traffic Club-MARS Luncheon Program, Speaker and Location TBA
		Sep 15	Executive Series Luncheon, Guest Speaker: Thomas Murphy, Executive Vice President & COO, Polar Air Cargo. Avalon Banquets, Elk Grove Village IL	Feb 3	Membership Committee meeting
				Feb 9	Finance Committee Meeting
				Feb 13	House Committee Meeting
				Feb 13	Board of Governors Meeting
				Feb 16	Executive Series Luncheon, Speaker and Location TBA

Dates for 2012

Jan 6	Membership Committee meeting
Jan 9	House Committee meeting
Jan 9	Board of Governors meeting
Jan 11	Joint Traffic Club-MARS Luncheon Program, Speaker and Location TBA
Feb 3	Membership Committee meeting
Feb 9	Finance Committee Meeting
Feb 13	House Committee Meeting
Feb 13	Board of Governors Meeting
Feb 16	Executive Series Luncheon, Speaker and Location TBA

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