News Bulletin of the Traffie Club of Chicago

May 2013

The Traffic Club of Chicago Cordially invites you to the One Hundred Sixth Annual Dinner Thursday Evening, May Sixteenth Two Thousand Thirteen at seven thirty o'clock International Ballroom Second Floor Hilton Chicago Downtown 720 S. Michigan Avenue

> Reception 6:00 to 7:00 International Ballroom Second Floor

Business Attire

President's Message

Flowers are starting to bloom and spring is finally in the air! There's still time to make your reservations for the Annual Golf outing at Cog Hill Golf Club. Golf chairman Ron Mazmanian has worked very hard to ensure we have not only great day, but some great gifts and prizes as well. We have exclusive use of all 4 courses at Cog Hill, and over 300 member and guests are already scheduled to play. Following golf an informal BBQ buffet on the patio will offer a relaxing networking atmosphere.

There are still a few tables left for the 106th Annual Dinner. Along with myself, Annual Dinner chair George Baima and the dinner committee, we had a meeting for a sample tasting of the dinner presented by Hilton's Executive Chef.

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Traffic Club Hosts an Executive Briefing on U. S.-Mexico Trade

By Richard Roche

Opportunity is the "Watchword" for doing business in Mexico. Members of the Traffic Club and the U.S. Mexico Chamber of Commerce joined together to listen to experts on doing business between the two countries. It started with David Hale and an economic overview suggesting that Mexico is the new China. Global manufacturing is moving from a single source (in China) to a tri region environment consisting of Southeast Asia, Europe and North America (including Mexico, Canada and the United States).

WELCOME NEW MEMBERS

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

Harry Gorden Regional Sales Manager Roadrunner Transportation Services 250 E. Old Chicago Drive Bolingbrook, IL 60440 800-252-3617 e-mail: hgorden@rrts.com

David Thomson Vice President Rail HR Green, Inc. 420 N. Front Street, Suite 100 McHenry, IL 60050 (815) 385-1778 e-mail: dthomson@hrgreen.com

Daniel Heraty Executive Vice President Mi-Jack Products 3111 West 167th Street Hazel Crest, IL 60429 708-501-4072 e-mail: dheraty@mi-jack.com

Brian Jonaitis Manager of Sales Indiana Railroad Company 8888 Keystone Crossing, Suite 1600 Indianapolis, IN 462040 317-432-2165 e-mail: brian.jonaitis@inrd.com

Raj Soundararaajan Sr. Director New Car Procurement GATX Corporation 222 W. Adams Street Chicago, IL 60606 312-621-6391 e-mail: rsoundar@gatx.com

Gary Whitacre CEO Whitacre Logistics 12602 S. Dixie Highway Portage, OH 43451 419-686-0055 e-mail: gwhitacre@whitacrelogistics.com

RANK TRANSPORTATION

Rick Williams

E-mail: rick@ranktransportation.com Phone: (630) 855-3053 Mobile: (630) 903-4098 F a x : (630) 855-5378

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... New Members Cont'd

David Shawen Territory Sales Representative RelaDyne, LLC 9707 S. 76th Avenue Bridgeview, IL 60455 630-248-9005 e-mail: david.shawen@reladyne.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.

Rick Marshall Vice President Business Development Ontario New England Express 8450 Lawson Road Milton, Ont. Canada L9T 0J8 (905) 876-3996 e-mail: rmarshall@onnee.ca

Chris Weber Sr. Area Sales Manager Forward Air, Inc. 250 Wille Road Des Plaines, IL 60018 773-829-5725 e-mail: cweber@forwardair.com

Bill Plavsic Vice President CR Rail Services 425 North Martingale Road Schaumburg, IL 60173 (630) 440-8709 e-mail: bill.plavsic@cfrailservices.com

Gina Summerford Regional Manager Midwest Cargolux Airlines International 514 Express Center Drive Chicago, IL 60666 773-686-0532 e-mail: gina.summerford@cargolux.com



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

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WEB	traffic-club.org

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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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CWS is one of North America's leading transportation companies operating over 1500 trucks and 4500 trailers in 37 states, Canada and Mexico. We are one of the top providers of JIT transportation service to Ford, General Motors and Chrysler. In business for over 30 years we provide a financially strong and secure business model. Offering warehousing, cross dock operations, yard management services, logistics and safety support within the assembly plants. In addition we provide kitting, and sub-assembly work as well as JIT over the road transportation service to every American automotive assembly and stamping plant in North America. We also move coils of steel that are utilized to make body parts.

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... President's Message

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I promise, you will enjoy it. I'm also very excited to hear what our guest speaker Don Mann has to say. Mr. Mann, as you may know, was a member of Seal Team Six that helped to train the team that took down Osama Bin Laden. With the current events in Boston, and the ongoing investigation of Benghazi, Mr. Mann should certainly keep us on the edge of our seats.

If you've never heard the Emerald Society Pipe and Drum Band or, Wayne Messmer sing the Canadian National Anthem and the Star Spangled Banner, it's worth it just going to the dinner for that. If that doesn't raise the hair on the back of your neck and make you heart beat just a little quicker, then you most certainly have ice water in your veins.

Kudos to our Education Committee for the putting together our joint Traffic Club-U.S.-Mexico Chamber of Commerce, Executive Briefing and Luncheon on U.S.-Mexico Trade. I spoke with several people after the event and everyone was very complimentary about Harper College's facilities, the quality of the speakers, and overall discussion. Everyone walked away with a little more knowledge of doing business in Mexico, whether it was about the tax laws, customs, transportation or logistics.

There was even a segment about starting up your own business in Mexico which was very interesting. I also witnessed several business opportunities being discussed during and after the event. Tom Degnan, our Membership Chairman, along with committee member Tim Humbert were also on hand, distributing our membership brochures and annual dinner invitations. This event was a great opportunity to increase the club's membership, and I applaud their efforts on behalf of the Club.

In closing, I would like to reiterate the importance of everyone coming out to support your Club's Annual Dinner and golf outing. If you've not already secured your ticket, please call the club office and help support this prestigious and much anticipated annual event. I look forward to seeing each and every one of you there.

Thank you for your support, Eddie Beard

M.A.R.S. to Hold July Meeting

The Midwest Association of Rail Shippers (MARS) has announced it will hold its 241 meeting, July 8-9, 2013, at the Grand Geneva Resort in Lake Geneva, Wisconsin. As in the past, a golf outing will be held on Monday, July 8, followed by a full day of meetings on July 9.

Their keynote speaker will be Rick Webb, CEO of Watco Companies, a diversified railroad shortline and services company, including several shortline railroads here in the Midwest. The meeting will also be addressed by Eric Starks, President of FTR Associates who will present their view on the coming economy. In addition, a legislative update will be presented by Peter Pfohl, Partner in the law firm of Slover & Loftus, and there will be a panel discussion on the housing markets and crude oil by rail.

Hotel accommodations at the Grand Geneva are available at a special rate of \$144 for guest rooms and \$244 for a two bedroom suite at the Timber Ridge Lodge on site. The cut-off date for the special room rates is June 7, so make your reservation early by calling Christine Johnson at 262-249-4708.

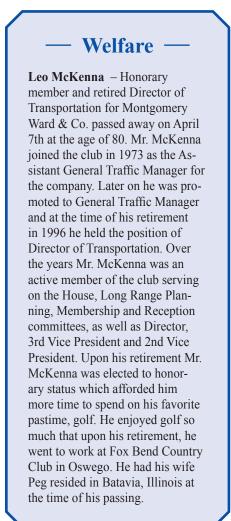
To make you reservation for the 241st M.A.R.S. meeting, please use the link listed here: http://bit.ly/18qCKPX

Looking for Contest Sponsors

Our 2013 summer golf season is just around the corner with our first outing on June 19th at Seven Bridges Golf Club in suburban Woodridge. We are looking for companies who would like to support the outings by being a contest hole sponsor at one or all of this season's outings. The cost is a nominal \$75, of which \$50 is given out as the prize to the winner of the contest hole you sponsor and the other \$25 goes towards the door prizes that are given out following dinner. If you don't want to be a contest sponsor, you can still help support the outings by donating a door prize. For those interested in being a contest sponsor, please contact golf chairman Ron Mazmanian at 262-770-7129 or the club office at 630-573-1333

April 25th Power Point Presentation is Available

For those who attended and those who couldn't attend our joint TCC-U.S. Mexico Chamber of Commerce program at Harper College, the power point presentation during the lunch by Jose Zozaya will be available for those who wish to receive it. Mr. Zozava, President of the Kansas City Southern de Mexico made an informative presentation on what the KCS is doing in Mexico, the challenges it and the successes that they have seen. His presentation rounded off a very successful day of panel programs on U.S.-Mexico Trade and what the future holds for companies wishing to do business in Mexico. To receive this presentation, contact the Club office and they will forward a copy to you. The Education Committee would like to sincerely thank Mr. Zozaya and all the moderators and panel members who helped to make this timely and informative program a success.



The Entertainment Committee

Invites You and Your Guests to Attend Our...

"United Club" CUBS OUTING

at WRIGLEY FIELD

Thursday, June 13, 2013



LIMIT 4 TICKETS PER MEMBER No cancellations after June 7, 2013

\$97⁰⁰ per person

GOURMET BUFFET LUNCHEON

in the "Dugout Room" Located in Wrigley's Private "United Club" Begins at 11:20 am Entrance to the United Club is located next to the Captain Morgan Club at the corner of Addison & Sheffield

Lunch includes unlimited domestic beer, wine and soft drinks.

No e-mail reservations will be accepted. Please call the club office after 9:00 a.m. at 630-529-1333 to make your reservation.

May 2013

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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

Reciprocal Clubs are Another Membership 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 as well as overseas. This benefit is due to our association with the DuPage Club, one of the finest private dining clubs in the Chicago area.

This month we highlight the Decatur Club, founded in 1883 and 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 contact the Traffic Club office in advance. We will have Du Page Club fax a letter of introduction, requesting your use of their facilities for the period of time you request. For more information about the Decatur Club, please visit their website at: www.thedecaturclub.com



Currently seeking a sales/business development position either remote or in the Chicago-land area. I have worn many hats pertaining to running my own territory including, implementing and administering CRM's while managing inside sales teams, developing net new C-Level opportunities from first call to close and running my own enterprise software demonstrations. By actively selling into a specific market and providing software demonstration related to business needs, I can take a more proactive approach to earning new and maintaining existing business. I have worked in the telecom and retail space in addition to pharma, manufacturing, distribution and logistics. Should you need to reach me, please feel free to contact me at (815)671-0054 or, derrick 03@hotmail.com

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 Experienced Logistics/Transportation Officer recently off from Active Duty now back in Chicago. In-depth Operational and Strategiclevel experience coupled with strong management skills. Candidate possesses a unique blend of private sector (US Freightways, Sears Logistics Services, Inc.) and military (US Army) Logistics and Transportation successes. Demonstrated ability to lead, train and motivate organizations and people; while promoting long-term professional partnerships. Please contact Clark Burner at: burncd@hotmail.com.

Saturn Freight Systems, Inc. has an established operations station in ORD and they are looking to add an experienced sales person to that market. Our network helps manage expedited ground, airfreight, LTL, TL and international air and ocean. If you are from the freight industry with some "portable" business and looking to grow please contact John Antus, jantus@saturnfreight.com

Global product sourcing, vendor management and supply chain management leader. My name is Beth Lowry, my expertise is in inventory control, logistics (international and domestic) new product development, sales and marketing in the consumer goods industry. Most recently controlled all sourcing and vendor management for \$75 million in sales with raw materials including plastics, stainless steel and aluminum. On the ground vendor visits in Asia, Central and South America and Europe. I can be reached at 773-871-2363 or by e-mail at: elizabet.lowry@att.net

Lounge

Bar

The Golf Committee Invites You and Your Guests to Attend...

Our First Golf Outing Thursday, June 19, 2013

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

A Contest and Prize for Each and Every Hole!

Longest Drive, Closest to the Pin, Longest Putt, Plus Much, Much More!

SEVEN BRIDGES GOLF CLUB

1 Mulligan Drive Woodridge, Illinois

Golf & Dinner Golf Only Dinner Only \$125.00 \$80.00 \$45.00

Dinner at 6:00 p.m.

SEVEN BRIDGES GOLF CLUB

Woodridge, Illinois

No Cancellations After June 13, 2013

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

Chairman,

Shotgun Start 1:00 p.m.

Please reserve _____ GOLF _____ DINNER tickets to the Traffic Club's First Golf Outing of 2013, at Seven Bridges Golf Club on Thursday, June 19, 2013.

Name_

_____Company _

____ Phone

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

Are you retired or soon to be retired from the transportation 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

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.

September 19

Shawn McWhorter President, the Americas Nippon Cargo Airlines Avalon Banquets Elk Grove Village, Illinois

October 17

Jane Suter C.H. Robinson Worldwide Location & Program TBA

November 21 Location, Program and Speaker TBA

... Executive Briefing

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That concept was reinforced by two panels of industry insiders. The Climate for U.S. Mexico Trade was encouraged by Moderator Peter Moirano from Citi Bank and his panelists Kevin Clark, International Banking Executive from Banamex, Oscar de la Vega, Labor and Legal Practice Leader at Littler, Edgar Lopezlena, Mexican Tax Practice Leader at McGladery, Miguel Noyola, International Practice Leader at Baker McKenzie and Garrick Taylor, the Director of Public Policy at the Border Trade Alliance. Each panelist talked about changes taking place in Mexico; changes affecting Mexico's new administration, trade policy issues, labor reform, the legal framework for doing business in Mexico, finance and cross border issues. All pointed to the development of a growing regional manufacturing base and thus an increase in transportation, logistics and supply chain opportunities to and from Mexico.

James Cooke Editor of Supply Chain Quarterly (the CSCMP publication) moderated the panel on Manufacturing and Logistics. Jim Commiskey V.P. Automotive and Mexico at Pacer International, John Marchese Senior Director of Business Development at DHL Express and Miguel Perez, Director International Customer Logistics at Ryder Supply Chain Solutions talked about Logistics and Supply Chain Opportunities from the prospective of the provider. Without question logistics and transportation are the key to integrating successful manufacturing operations and connecting them to the U. S. and Mexico marketplace.

Haydn Powell, Global Supply Chain Manager at Caterpillar and Justin Norman Senior Director Business Development at J.D. Norman Industries spoke to the value of setting up manufacturing operations in Mexico and how that strategy is of significant benefit to the success of their corporations. Specifically they noted the value of shelter companies and how having a third party resource that supported the transition to multi-national manufacturing aided in the success of the venture. In short, manufacturing outsourcing and third party back room operations with their vast knowledge and experience are an important factor in the formula for creating successful ventures in International Markets.

The closing speaker was Jose Zozaya, President of the Kansas City Southern de Mexico. He talked about going "Beyond the Border" and how manufacturers in all of the North American markets need the values that International Transportation supplies both for manufacturing locations and for destination and consumption markets. There is much to be gained for everyone involved in Transportation, Logistics and the Supply Chain as organizations in both countries learn to do business across the border. Moving forward, companies who do not do business across the border are likely to be "left behind."

Mr. Roche is President of Roche Industries, a member of the Traffic Club of Chicago and Vice President of Programs for the U.S. Mexico Chamber of Commerce.

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Panels Offer Timely Discussion



Panel members discuss questions from the audience during the Transportation & Logistics portion of our recent April 25th U.S.-Mexico Trade program held at the Wojcik Conference Center at Harper College.

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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 <u>One New Member</u>. That's all ... just <u>One New Member</u>.

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 TRA	AFFIC CLUB O Application for Membershi	
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
PRINT Applicant's Name		Date of Birth
TITLE	Co	
Business Address		
City	State/Zip	_ Fax ()
E-mail	Website	
Home Address	City	State/Zip
Please indicate the area your company represents: Air Rail Truck Water Industry	Signature	Date
Other	Sponsor	Card No
FOR CLUB USE ONLY		
Year No Amount Paid \$	Elected	Member No

May 2013

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Traffic Club Calendar for 2013

The following is a listing of Club activities that have been scheduled for 2013. Please be sure to mark your calendars accordingly, so that you don't miss any of these important events.

- May 3 Membership Committee Meeting May 13 House Committee Meeting May 13 Board of Governors Meeting May 15 Annual Dinner Golf Outing, Cog Hill Golf Club, Lemont IL May 16 106th Annual Dinner, Hilton Chicago, International Ballroom. Guest Speaker: Don Mann, former SEAL Team Six member and NY Times best-selling author Jun 7 Membership Committee Meeting Jun 10 House Committee Meeting Jun 10 Board of Governors Meeting Jun 13 Chicago Cubs vs. Cincinnati Reds. Lunch in the exclusive United Center Club. Terrace reserved seats 19 1st Golf Outing - Sevens Bridges Jun Golf Club, Woodridge, IL Jul 5 Membership Committee Meeting (tent) 8 Board of Governors Meeting Jul 18 2nd Golf Outing - Abbey Springs Jul Golf Club, Lake Geneva, WI
- 2 Membership Committee Meeting Aug
- Aug 12 Board of Governors Meeting (tent) Aug 12 House Committee Meeting (tent)

- Aug 15 3rd Golf Outing Odyssey Country Club, Tinley Park, IL
- Aug 28 Chicago White Sox vs. Kansas City Royals. Night game with pre-game dinner at Bacardi in the Park
- Sep 6 Membership Committee Meeting
- 9 Board of Governors Meeting Sep
- Sep 12 Annual Complimentary Retirees Luncheon, Itasca Country Club, Itasca, IL
- Sep 19 Executive Series Luncheon, Avanlon Banquets, Elk Grove Village, IL. Speaker: Shawn McWhorter, President, Nippon Cargo Airlines
- Sep 26 Final Golf Outing Pinecrest Golf Club, Huntley, IL
- 4 Membership Committee Meeting Oct
- 9 9th Annual Transportation Night Oct networking event, Rosewood
- Restaurant, Rosemont, IL
- Oct 14 House Committee Meeting
- Oct 14 Board of Governors Meeting
- Oct 17 Executive Series Luncheon, Guest Speaker: Jane Suter, C.H. Robinson Worldwide, Location TBA
- 1 House Committee Meeting Nov
- 6 Informal Networking Event, Nov Haufbrauhaus Restaurant. Rosemont, IL (tent) Nov 11 Board of Governors Meeting
- Nov 11 House Committee Meeting

- Nov 21 Executive Briefing & Luncheon, Program & Location TBA
- Dec 4 Annual Holiday Reception, location TBA (tent)
 - 6 Membership Committee Meeting
- Dec 8 Board of Governors Meeting Dec

Dates for 2014

- 3 Membership Committee Meeting (tent) Jan
- 12 House Committee Meeting Jan
- 12 Board of Governors Meeting Jan
- 7 Membership Committee Meeting Feb
- Feb 10 House Committee Meeting
- Feb 10 Board of Governors Meeting
- Feb 20 Executive Series Luncheon, Speaker & Location TBA
- Mar 7 Membership Committee Meeting
- Mar 10 Board of Governors Meeting
- Mar 20 Executive Series Luncheon, Location & Speaker TBA
- Apr 4 Membership Committee Meeting
- Apr 14 House Committee Meeting
- Apr 14 Board of Governors Meeting
- Apr 17 Executive Series Luncheon, Location & Speaker TBA (tent)
- May 2 Membership Committee Meeting
- May 12 House Committee Meeting
- May 12 Board of Governors Meeting

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