

The Waybill

News Bulletin of the Traffic Club of Chicago

September 2014



From the Office of the President

The theme this month is “Work”. My inspiration this month comes from Labor day, and what I wrote back in January in my first letter; “... our industry’s work, Freight, Transportation, and Logistics, can and should be fun when it is done with people you know and respect.”

With Labor Day here, my thoughts turn back to the fall work schedule. “Work” is real work. “Work” is hard. Capacity is tight. Rates are up. The economy is gaining steam and all the forecasts for freight suggest it is only going to get harder. If ever there was a time to look for the silver lining, it would be now. So, I go back to this same thought, “...our industry’s work, Freight, Transportation, and Logistics, can and should be fun when it is done with people you know and respect.”

The Traffic Club of Chicago supports my work by helping me get to know the industry peers that I work with. Whether as a direct customer or supplier, or indirectly as we try to solve common problems, the Club has been instrumental in helping me get to know the people we work with. Not surprisingly, the better I have come to know them, the more respect that I have for them and the easier the “work” becomes.

Many of you are probably experiencing capacity challenges, congestion challenges, and a tough pricing environment, regardless of which side of the buy/sell you are on. Being engaged with each other will not eliminate these challenges. Being engaged, whether through The Club, or in other ways, is my key to keeping these challenges from escalating out of control. Maybe it is the opportunity for one last try, or maybe it’s the opportunity for one more favor. Many times, it’s the knowing that you can trust the other party to do the best they can do, knowing things are hard, but based on the respect cultivated through joint engagement, that if it can be done, it will. And if it can’t, it just wasn’t possible.

I hope that you Labor Day was enjoyable, and that your “work” is under control. As members of the Traffic Club of Chicago, we are all “laboring” together.

Sincerely,
Craig Boroughf

Goose Island Networking Event Planned for October 2

Bryan Vaughan, chair of the club’s networking committee has announced that the committee will hold its 2nd annual networking event on October 2, 2014 at the Goose Island Brewery located at 1800 N. Clybourn Avenue in Chicago’s near northwest side. This event is open to both member and non-member transportation and logistics professionals. Last year’s event drew over 80 attendees and we hope to have an even greater participation this year.

The event will run from 5:00pm to 8:00pm and the committee is looking for companies who would be like to help sponsor this event.

— continued on page 4

October Luncheon Will Feature United Cargo Executive

The Education Committee announced that Jim Bellinder, Vice President of Cargo Sales for United Airlines will be the guest speaker for our October 16th Executive Series luncheon program, The luncheon will be held at the Avalon Banquets located at 1905 E. Higgins Road in Elk Grove Village, IL

Mr. Bellinder is responsible for all aspects of United Cargo’s sales activity around the globe. He entered the industry in 1986 as Cargo General Sales Agent for Continental Airlines in Chicago. During his time there he continued to move upward until he became Continental Cargo’s Director of Sales, Americas. Following the United-Continental merger, he became Director, Cargo Sales Americas for United Cargo a title he held until his appointment to his current position.

WELCOME NEW MEMBERS

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

Joe Rossi
Executive Account Manager
Penske Truck Leasing
3850 Manheim Road
Franklin Park, IL 60131
847-671-0301
joe.rossi@penske.com

John Rapp
Associate Attorney
Kozacky & Weitzel, P.C.
55 W. Monroe St. Suite 2400
Chicago, IL 60603
312-696-0900
jrapp@kozacky.com

Dennis Damiani
Account Executive
Werner Enterprises
1717 Naper Blvd.
Naperville, IL 60563
815-254-0028
ddamiani@werner.com

— continued on page 4

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.

Dennis Heis
33748 W. 114th Street
Chicago, IL 60655-3410
708-927-7126
Dennis5549@comcast.net

...On The Move Cont'd

Josh Calandros
Mgr. Service Start Up and Integration
CSX Transportation
935 Seventh Avenue
Huntington, WV 25701
304-522-5174
joshua_calandros@csx.com

Earl Bowser
Vice President Sales
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410 Coronado Circle
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712-847-0032
Earl.Bowser@GBWServices.com

Duane Clark
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262-893-4634
clarkocool@gmail.com

John Houdek
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9981 W. 190th St., Unit C
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708-995-1466
hti@railportservices.com

JoAnn Marshall
Station Business Development Lead
QW Express
1000 Remington Blvd. Suite 300
Bolingbrook, IL 60440
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joann.marshall@qq.com

Brad Wind
27801 Marina Pointe Drive
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The Waybill



published by

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WEB traffic-club.org

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Executive Director
William Fors

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ONE TIME	\$30.00
2-3 INSERT	\$27.00 each
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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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FULL PAGE: 7-1/2" w X 10" h

ONE TIME	\$225.00
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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

...2015 Annual Dinner

continued from page 1

Sponsorship levels of Silver (\$250) and Gold at (\$500) are being offered, and the names of all sponsor companies will be prominently displayed at the entrance to the event, and in the club's newsletter.

Please contact Bryan Vaughan at bryan.vaughan@ge.com if you have any questions or are interested in this sponsorship opportunity.

2014 Executive Series Luncheon Program Schedule

The Education Committee has been hard at work, lining us 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 11

Relationships between Shipper and Third Party Logistics Providers
Innovation Center, Motorola Campus
Schaumburg, IL

October 16

Air Freight Program
Jim Bellinder
Vice President, United Cargo Sales
United Airlines
Avalon Banquets
Elk Grove Village, IL

November 20

Location, Program & Speaker TBA

...New Members

continued from page 2

Hillary Ramos
Regional Sales Acct. Representative
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Chicago, IL 60605
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hramos@strathmoreproducts.com

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18466 Kenyon Avenue
Lakeville, MN 55044
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Christine Rohan
Customer Experience Leader
GE Capital Rail Services
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Chicago, IL 60601
312-853-5256
christine.rohan@ge.com

Joaquin Jara
Risk Mitigation Consultant
Euler Hermes
3333 Warrenville Road, Suite 160
Lisle, IL 60532
312-93f 4418
Joaquin.jara@eulerhermes.com

Mini Seminar on Shippers and Logistic Service Providers

Our September 11th Mini Seminar program at Motorola's Innovation Center in Schaumburg, IL is just around the corner, but you still have time to make your reservations. This half day program will discuss the complex relationships between third-party logistics companies and their customers, and it's a program you don't want to miss.

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 Innovation Center is located at 1297 E. Algonquin Road, Schaumburg, IL. Questions can be directed to the club office at 630-529-1333 or by e-mail at: staff@trfclub-chicago.org

Retirees Luncheon is Just Around the Corner

Our September 11th complimentary luncheon recognizing our honorary members is soon up us. Once again the luncheon will be held at Itasca Country Club, 400 Orchard St. in Itasca, IL. The day will begin with a social period beginning at 11:15 am, followed by a wonderful buffet luncheon at 12:30 pm. 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, just \$25.00. We hope that our board members will also plan to join us that day, and to offer their thanks to these long standing members who supported the Club during their many years of active membership.



The Traffic Club of Chicago

Invites you to attend our

Executive Series Briefing

THURSDAY, SEPTEMBER 11, 2014

Location

Innovation Center on the
Motorola Campus
1297 E. Algonquin Road
Schaumburg, IL 60196

Program

8:00 a.m.– Registration, Networking and Continental Breakfast
Opening Keynote – Robert Voltmann, President & CEO, TIA
Panel Program – Industry professionals representing both shippers and 3PLs
Closing Address – Evan Armstrong, President, Armstrong & Associates, Inc.
12:00 p.m.– Adjourment

Exploring Relationships Between Shippers and Logistic Service Providers

Shippers, carriers, distributors, and those managing the final destination of product are constantly redefining their roles in relation to one another. This half-day program will examine the complex relationships between third-party logistics (3PLs) companies and their customers.

Panel Program – will consist of representatives from Celtic International, Landstar, Nestle’ Purina, Motorola and UTi. The 3PL companies represented on the panel will also bring one of their top shipper clients to the program.

Robert Voltmann,
President and CEO

Transportation Intermediaries Association

Robert Voltmann is president and CEO of Transportation Intermediaries Association (TIA). He is the former director of policy of the National Industrial Transportation League (NITL) and a presidential appointee to the U.S. Interstate Commerce Commission from 1989 to 1992.

Evan Armstrong,
President

Armstrong & Associates, Inc.

Evan Armstrong is president of Armstrong & Associates, Inc., which provides consulting services to supply chain participants in logistics outsourcing, mergers and acquisitions, market analysis and benchmarking, and supply chain systems evaluation and selection.

Tickets: Members \$60.00 each
Member Guests (up to two) \$55.00 each
Non-Members \$75.00 each

“Follow the Club on Facebook and Twitter”

EDUCATION COMMITTEE:

R.J. “SKIP” MARSHALL, *Chairman*

NO CANCELLATIONS AFTER MONDAY, SEPTEMBER 9, 2014

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

Exploring Relationships Between Shippers and Logistic Service Providers

Please reserve the following tickets for your September 11, 2014 Executive Series Briefing at the Innovation Center on the Motorola Campus, Schaumburg, Illinois:

_____ Member - \$60.00 each, and up to 2 Guests _____ at \$55.00 each _____ Non-Member - \$75.00 each

Name _____ Company _____ Phone _____

Charge my TCC account number _____

Enclosed is my check for \$ _____

Contest Sponsors Needed For Final Outing of the Season

Our 2014 golf season is in the final stretch, with our last outing of the year scheduled for September 25th on the Player Course of Geneva National Golf Club in Lake Geneva, Wisconsin.

This is the first time in many years that we have returned to Geneva National, and anyone who has played here in the past knows what a great course it is. The committee is looking for companies who would like to support the outing by being a contest sponsor. The cost is a nominal \$75 of which \$50 is given out as the prize on the contest you sponsor, and the other \$25 goes towards the door prizes that are given out that evening.

For those interested in being a sponsor or, would like to donate a door prize, please call golf chair Ron Mazmanian at 262-770-7129, or e-mail the club office at staff@trfclub-chicago.org Your support is greatly appreciated.

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 that 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 Site Selection a Work in Progress

Annual Dinner Committee is continuing to finalize a location and date for next year's 108th annual dinner. The selection has been narrowed down to either the Hyatt or the Hilton, since they are the only two hotels that have available space. The committee is currently going over the proposals from both hotels.

Another factor that comes into play is that we have to be sure that Cog Hill Golf Club has all four golf courses available for our outing the day before the dinner. Right now there are two tentative dates in May as well as one date in June that are available. Which of these golf dates will be selected will depend entirely on the final decision of the dinner committee as to which hotel is selected.

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 Millhurst Charhouse, 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 Millhurst Charhouse 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



For a full list of reciprocal clubs that are available to you, please visit the club's website at www.traffic-club.org
Please note: that except for the Chicago area, reciprocal clubs are not available to the members when they fall within a 50 mile radius of either your home or business location.



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The Golf Committee

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Our Final Outing of the Season

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Shotgun Start at 1:00 p.m.
Please arrive
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(262) 245-7000

Golf & Dinner	\$125.00
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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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see page 2 for additional information

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. _____

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, 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 Millhurst Charhouse & Banquets, 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

— 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 Freight experience is preferred. Email resumes to: Ellen.murphy@polaraircsrgo.com

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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

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

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.

Innovative Transport Solutions in Bensenville, IL 60106 is hiring Local/OTR drivers with CDL Class A. Great pay, call us now! (630) 350-2402 or email sales@innovativetransportsolutions.com

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.

Gateway Coordinator - BDP International seeking individual with 3-5 years Gateway experience. Also experience in negotiating air-line 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



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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.

Sep 5 Membership Committee Meeting
 Sep 8 Board of Governors Meeting
 Sep 11 Annual Complimentary Retirees Luncheon, Itasca Country Club
 Sep 11 Executive Series mini-briefing, Innovative Center at the Motorola Campus, Schaumburg, IL
 Sep 25 Final Golf Outing, Geneva National Golf Club, Lake Geneva, Wisconsin
 Oct 2 Information Networking Event, Goose Island Brewery, Chicago, IL
 Oct 3 Membership Committee Meeting
 Oct 8 10th Annual Transportation Night networking event, Rosewood Restaurant, Rosemont, IL
 Oct 13 Board of Governors Meeting
 Oct 13 House Committee Meeting
 Oct 16 Executive Series Luncheon, Avalon Banquets, Elk Grove Village, IL
 Air Freight Program with United Airlines Cargo
 Nov 7 Membership Committee Meeting
 Nov 10 Board of Governors Meeting
 Nov 20 Executive Series Luncheon, Location, Program & Speaker TBA

Dec 3 Annual Holiday Reception (tent)
 Dec 5 Membership Committee Meeting
 Dec 8 Board of Governors Meeting
 Dec 8 House Committee Meeting

Dates for 2015

Jan 9 Membership Committee Meeting
 Jan 12 Board of Governors Meeting
 Jan 12 House Committee Meeting
 Jan 14 Joint Traffic Club-Midwest Assn. of Rail Shippers Luncheon, Oak Brook Hills Resort, Oak Brook, IL
 Guest Speaker TBA

Feb 6 Membership Committee Meeting
 Feb 9 House Committee Meeting
 Feb 9 Board of Governors Meeting
 Feb 19 Executive Series Luncheon, Location & Speaker TBA
 Mar 6 Membership Committee Meeting
 Mar 9 Board of Governors Meeting
 Mar 19 Executive Series Luncheon, Location & Speaker TBA

Apr 3 Membership Committee Meeting (tent)
 Apr 13 Board of Governors Meeting
 Apr 13 House Committee Meeting

May 1 Membership Committee Meeting
 May 11 House Committee Meeting
 May 11 Board of Governors Meeting
 May ? Annual Dinner Golf Outing, Cog Hill Golf Club, Lemont, IL Date TBA
 May ? 108th Annual Dinner, Date & Location TBA
 Jun 5 Membership Committee Meeting
 Jun 8 Board of Governors Meeting
 Jun 18 First Golf Outing of the Season, Location TBA (tent)
 Jul 10 Membership Committee Meeting
 Jul 13 Board of Governors Meeting
 Jul 13 House Committee Meeting
 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
 Sep 4 Membership Committee Meeting
 Sep 14 Board of Governors Meeting
 Sep 14 House Committee Meeting
 Sep 17 Executive Series Luncheon, Program, Speaker & Location TBA
 Sep 24 Final Golf Outing, Thunderhawk Golf Club, Zion, IL

Chicago Area Reciprocal Clubs Available to Club Members

MILLHURST CHARHOUSE & BANQUETS

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