

The Waybill

News Bulletin of the Traffic Club of Chicago

March 2016

The Traffic Club of Chicago

Cordially invites you

to the

One Hundred Ninth Annual Dinner

Thursday Evening, May Nineteenth

Two Thousand Sixteen

at seven thirty o'clock

Chicago Ballroom

Sheraton Grand Chicago

301 E North Water Street

Chicago, Illinois 60611

Business Attire

Reception 6:00 to 7:00

Chicago Promenade

President's Message

It didn't take long (thanks to the power of Minecraft on a child's attention) for my wife and I to pull his "technology" during the school week. It wasn't because he isn't a good kid or doing well in school it was because he would rather seclude himself than engage. He didn't want to tell me how his day was or his favorite part of school that day. He just wanted to find and kill the Ender Dragon. If only it was real.

This, as with any "teaching moments" with my son, made me think of how it applied to me and in this case my business experiences. We have simply lost the art of telling a story and instead have relied on:

text me your phone number...

email me the contract...

flash or IM me if want to go to lunch...

What happened to picking up the phone and calling a colleague, a customer or even a competitor? The stories told and connections made are far more entertaining than emails or zombie skeletons. In fact, the emotions from a conversation usually lead to...wait for it... a friend, a business opportunity or simply a moment to listen and learn.

Our club leadership deliberates on a monthly basis on how to connect with our members and while we may use social media, the newsletter and our website to connect with our overall membership, our ONLY focus is providing events for our members and member companies to tell a story, tell their story, forge a friendship and learn in person – a human connection.

So join us: A committee. Annual Dinner. Just One Event. I promise you will meet someone valuable, and learn there is more to life than emails, IM's, texts and Dragons.

Your president,

Jeffrey R. Leppert

WELCOME NEW MEMBERS

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

Jensen Jones
Sales Manager
GBW Railcar Services, LLC
jensen.jones@gbwservices.com

Gino Fontana
Director, Sales Midwest
Transervice Logistics
efontana@transervice.com

John Condon
Director of Sales
Mark-it Express
jcondon@mark-itexpress.com

Daniel Price
Vice President Business Development
Savage Services
danielp@savageservices.com

Jennifer Crotty
Regional Account Manager
Canadian Pacific Railway
jennifer_crotty@cpr.ca

Matt Davenport
TMS Technical Architect
Newell Rubbermaid
lneck96@yahoo.com

Christopher Inman
Outside Sales Rep
Jim Hawk Truck Trailers
chrisinmantrailersales@gmail.com

Kai Wallner
Director of Account Development
Schneider
wallnerk@schneider.com

Michael Tobin
VP of Expedited Services Division
Riechmann Transport Inc.
michaelt@riechmanntransport.com

Kevin Kuntz
Executive Vice President/General Manager
Lotz Trucking, Inc.
kevink@lotztrucking.com

Michael Murtaugh
Manager, Intermodal Pricing
Coyote Logistics
murtaugh.mk@gmail.com

Eileen Pearson
Student
Lewis University
eileenpearson@lewisu.edu

109th Annual Dinner Registration Now Open!

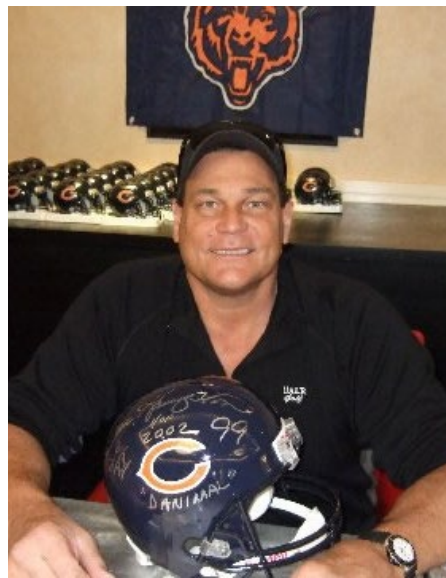
The Annual Dinner Committee has finalized a location, date AND guest speaker for this year's 109th Annual Dinner!

The Annual Dinner will take place at the Sheraton Chicago Hotel and Towers located in Downtown Chicago on May 19th, 2016.

Also, the Annual Dinner Golf Outing will once again be taking place the day prior to the Annual Dinner, May 18th, 2016, at Cog Hill Golf Club.

Incoming Traffic Club President, Jeff Leppert, announced at the Holiday Reception that he has selected a speaker for the 109th Annual Dinner. The guest speaker will be...

Dan Hampton of the 1985 Chicago Bears!



Registration for the 109th Annual Dinner and Golf Outing is now open!
[Click here to register](#)

Reserve Your Room Now for 109th Annual Dinner

Don't wait, make your hotel reservation now! You can make your reservations over the phone by calling 1-800-233-4100. Indicate that you are with the Traffic Club of Chicago to receive the discounted room rate of \$239 from 5/18/16 - 5/19/16. To make your reservations online [click here!](#)

The cutoff date for reserving rooms in the room block is 5:00PM on April 18th, 2016.

The Waybill



published by

THE TRAFFIC CLUB OF CHICAGO
800 Roosevelt Road, Suite 312-C
Glen Ellyn, IL 60137

PHONE 630-529-1333
FAX 630-790-3095
E-MAIL staff@traffic-club.org
WEB traffic-club.org

Board of Directors

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Redwood Logistics

Vice President
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Chicago Freight Car Leasing Co.

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Tom Tisa
CN

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Erika Matias-Goodman
USG Corporation

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CN

Jim Keuck
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Dan Behr
Behr & Associates

Mitch Kowalewski
Celtic International

Bruce Betts
Flak International

Ken Madejczyk
UPS Supply Chain Solutions

Keith Bouquet
National Steel Car Limited

Lynn Musillami
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Elevance Renewable Sciences

John Potocki
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GATX Corporation

Bryan Vaughan
GE Rail Services

Executive Director
Jeff Church

WAYBILL 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

ONE TIME \$105.00
2-3 INSERT \$94.00 each
4 OR MORE \$89.00 each

1/2 PAGE: 4-7/8" w X 6-1/2" h or 7-1/2" w X 4-1/4" h

ONE TIME \$170.00
2-3 INSERT \$153.00 each
4 OR MORE \$145.00 each

FULL PAGE: 7-1/2" w X 10" h

ONE TIME \$225.00
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



IANA's 2016 Intermodal Operations and Maintenance Business Meeting



Put yourself at the center of the conversation.

Join us for interactive roundtables and committee meetings as we tackle the industry's priority O&M issues. Coming to reconnect? Golf and the Networking Reception still top the social agenda.

May 3 – 5, 2016

The Westin Lombard Yorktown Center • Lombard, Illinois

(Note New Location!)

See our website for more information and to register now.

www.intermodal.org

Annual Dinner Program Will Offer Advertising

The Annual Dinner committee has announced that the Club will once again make advertising available in this year's annual dinner program. The advertising will be available to both member and non-member companies. Since we will be limited on the number of advertising pages, the Club will offer full page and half page ads on a first come first serve basis. The rates for advertising will be:

- Full Page - \$850.00
- Half Page - \$550.00

Companies wishing to advertise must furnish a completed ad in PDF format as the Club will not be responsible for ad design or layout. Further information on advertising, including dimensions and deadline, will be forthcoming. Should you have any questions please e-mail us at staff@traffic-club.org or call the office at 630-529-1333 for further assistance.

TopGolf Networking Event

Help TCC kick off the golf season with the first ever networking event at TopGolf in Wood Dale, IL! Not a golfer? No worries! TopGolf has games fit for new players and pros alike.

Check out the following video to view more details on how to play: <https://www.youtube.com/watch?v=90TP1btBAbc>

This networking event will take place on March 30th, 2016 from 5PM - 8PM at TopGolf Wood Dale. Each attendee will receive 1 drink token, appetizers, access to 4 heated golf bays w/ 3 hours of TopGolf play (Guests will rotate play), ping pong, and bags.

The cost to attend is \$70 for members and \$80 for non-members. Registration is now open! To register, [click here](#).

Questions? Contact TCC staff at staff@traffic-club.org or 630-529-1333.

— Classifieds —

Do you want to escalate to a leadership position, hire and growth your own team? Ep America has a career opportunity where you can find a strong sales growth projection during the next 5 years. We are looking for a Business Development Manager for our Over the Road Division based in Chicago. A very attractive annual salary is being offered plus excellent bonus and sales incentives and a great benefits package. Great organizational culture and real professional growth opportunities. To learn more and apply please email: dora.chang@ep-america.com

Interested in posting something to the Classifieds section? Contact TCC staff by email at staff@traffic-club.org. TCC will post jobs and vacancies, personal ads, ads for various services, tickets and other items for sale.

Recap: March Executive Series Luncheon

The March Executive Series Luncheon was held on Thursday, March 10th, 2016 at Ditka's in Oakbrook Terrace. The guest speaker was David Yeager, Chairman & CEO of Hub Group. This luncheon was a sell out with over 115 people in attendance!



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The Traffic Club of Chicago

Invites you to attend our **TopGolf Networking Event**

*Help us kick off the golf season with our first ever networking event
at TopGolf in Wood Dale, IL! Not a golfer? No worries!
TopGolf has games fit for new players and pros alike.*

Where?

TopGolf Wood Dale
699 W. Thorndale Ave.
Wood Dale, IL 60191

When?

Wednesday, March 30, 2016
5PM - 8PM

What?

Each ticket includes:

1 drink token (house wine and beer, \$6 max value)

Appetizers

Access to 4 heated golf bays w/ 3 hours of TopGolf play (Guests will rotate play)

Ping pong

Bags

Check out the following video to view more details on how to play:

<https://www.youtube.com/watch?v=90TP1btBAbc>

Click here to view a pamphlet with details on how to play.

How Much?

Members & Member Guests: \$70/person

Non-members: \$80/person

How Do I Register?

Online - [Click here](#)

Email - [Click here](#)

Phone - 630-529-1333

Sponsorship Opportunity

The Networking Committee is looking for companies to sponsor this event. If you think your company may be interested, please contact TCC staff at staff@traffic-club.org or 630-529-1333.

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

Scholarship Committee Announces Award Winners

Scholarship Committee chairman Bryan Vaughan, announced that his committee completed the judging and selection of this year’s scholarship awards recipients. The presentation of these awards were made at the Education Committee’s March 10th Executive Luncheon at Ditka’s in Oakbrook Terrace, IL.

Mr. Vaughan would like to sincerely thank his committee for all their hard work in judging this year’s applicants, and to all the students who took part in this year’s scholarship awards program. He hopes that those who were not selected this year will not be deterred from applying for next year’s awards program. The following individuals are this year’s winning applicants and the schools at which they are currently enrolled.

George Baima Scholarship Award

Erin Retzlaff-Roberts
Purdue University

Tom Mitropoulos Scholarship Award

Katherine Shade
Massachusetts Institute of Technology

Additional recipients

Frank Borta
Miami University (Ohio)

Kathryn Coyle
University of Illinois

Taylor Girard
Mt. Mary University (Wisconsin)

Max Jakubowski
Syracuse University (New York)

Additional recipients cont’d

Marissa Martinez
Lewis University

Huayan Lin
Illinois Institute of Technology

Gregory Ogard
University of Denver (Colorado)

Madeline Olsem
Iowa State University

Daniel Waskiewicz
University of Evansville (Indiana)

Nicole Retzlaff
Mercyhurst University (Pennsylvania)

Karli Sellers
University of Florida

TRAFFIC CLUB OF CHICAGO
"Where Transportation and Logistics Professionals Network and Learn"

Making connections for more than 100 years!

staff@traffic-club.org
www.traffic-club.org

MEMBERSHIP CHALLENGE 2016...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 2016 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

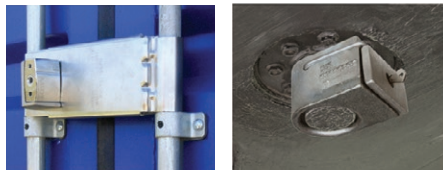
Year No. _____ Amount Paid \$ _____ Elected _____ Member No. _____

PLEASE FAX YOUR APPLICATION TO THE CLUB OFFICE AT: (630) 790-3095

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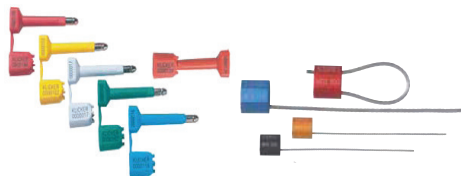
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TRACTOR LOCKS



C-TPAT SECURITY SEALS



SEAL GUARD LOCK



Covert GPS tracking technology also available.

TRANSPORT SECURITY, INC.

TransportSecurity.com
952-442-5625

Locations for Our 2016 Summer Golf Outings Announced

Golf Committee Chairman Ron Mazmanian announced that the committee has selected the dates and locations for this year's summer golf outings. Below are the dates and locations for those courses that have been selected for this year.

May 18

Cog Hill Golf Club
Lemont, IL

This is the Annual Dinner Golf Outing

June 22

Bridges of Poplar Creek
Hoffman Estates, IL

This will be a joint outing with OFA

July 21

Hawks View Golf Club
Lake Geneva, WI

August 18

Balmoral Woods Golf Course
Crete, IL

September 22

Village Links of Glen Ellyn
Glen Ellyn, IL

2016 Annual Sponsorship Now Available!

The Traffic Club of Chicago is happy to introduce its newest opportunity to reach transportation professionals... Annual Sponsorship!

This new program will simplify the sponsorship process and maximize your dollars. It will allow your company to sign up ONE time to receive visibility at all of the Traffic Club's many industry events.

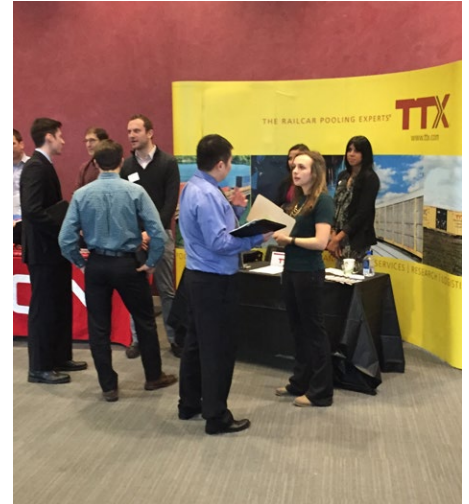
We recommend that you take advantage of this opportunity early in the year to gain maximum exposure!

To sign up for a yearly sponsorship, please contact TCC staff by email at staff@traffic-club.org or by phone at 630-529-1333.

For more information on sponsorship levels [click here](#).

3rd Annual Career Fair

The club held its 3rd Annual Career Fair at Loyola University Chicago on February 25th. Despite the weather, there was a great turnout at this event! Over 20 companies were present, as well as about 50 attendees! TCC is looking forward to making this event bigger and better in the years to come.



Traffic Club Calendar for 2016

The following is a listing of Club activities that have been scheduled for 2016. Dates and events will be updated as plans are finalized. Please be sure to mark your calendars accordingly, so that you don't miss any of these important events.

Jan 7	Finance Committee Meeting (Conference Call)	May 9	Board of Directors Meeting	Aug 18	Third Golf Outing Balmoral Woods Golf Course Crete, IL
Jan 11	Board of Directors Meeting	May 18	109th Annual Dinner Golf Outing Cog Hill Golf Club Lemont, IL	Sept	Pinstripes Networking Event
Jan 13	Joint Traffic Club-Midwest Assn. of Rail Shippers Luncheon Guest Speaker: Pat Ottensmeyer President, Kansas City Southern Location: Westin Yorktown Center, Lombard, IL	May 19	109th Annual Dinner Guest Speaker: Dan Hampton of the 1985 Chicago Bears Location: Sheraton Chicago Hotel and Towers, Downtown Chicago	Sept 8	Finance Committee Meeting (Conference Call)
Jan 31	Scholarship Application Deadline	June 2	Cubs Outing - Cubs vs Dodgers	Sept 8	Retiree Luncheon
Feb 4	Finance Committee Meeting (Face to Face)	June 9	Finance Committee Meeting (Face to Face)	Sept 12	Board of Directors Meeting
Feb 8	Board of Directors Meeting	June 13	Board of Directors Meeting	Sept 22	Fourth Golf Outing Village Links of Glen Ellyn Glen Ellyn, IL
Feb 25	3rd Annual Career Fair Loyola University Chicago Schreiber Center Chicago, IL	June 22	First Golf Outing Joint Outing with OFA Bridges of Poplar Creek Hoffman Estates, IL	Oct	Transportation Night
Mar 10	Finance Committee Meeting (Conference Call)	July 7	Finance Committee Meeting (Conference Call)	Oct 6	Finance Committee Meeting (Face to Face)
Mar 14	Board of Directors Meeting	July 11	Board of Directors Meeting	Oct 10	Board of Directors Meeting
Mar 17	Executive Series Luncheon w/ Scholarship Award Ceremony	July 21	Second Golf Outing Hawks View Golf Club Lake Geneva, WI	Oct 20	Executive Series Luncheon Southside Location TBA
Mar 30	TopGolf Networking Event	Aug	Executive Series Luncheon	Nov 10	Finance Committee Meeting (Face to Face)
Apr 7	Finance Committee Meeting (Conference Call)	Aug 3	Cubs Outing - Cubs vs Marlins	Nov 10	Goose Island Networking Event
Apr 11	Board of Directors Meeting	Aug 4	Finance Committee Meeting (Conference Call)	Nov 14	Board of Directors Meeting
May 5	Finance Committee Meeting (Conference Call)	Aug 8	Board of Directors Meeting	Nov 17	Business Development Symposium
				Dec 8	Annual Holiday Party Cantigny Park Wheaton, IL
				Dec 8	Finance Committee Meeting (Conference Call)
				Dec 12	Board of Directors Meeting

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.*

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.*

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.*

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