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March 2018

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Shaping the future of intermodal freight

INTERMODAL OPERATIONS & MAINTENANCE BUSINESS MEETING

May 1-3, 2018
Lombard, Illinois

Want a seat at the table? Click for details

The banner has a blue background with a green gear icon on the left. The text is white and yellow. There are also smaller gear icons and arrows in the background.

[Message from the President](#)



March Madness is upon us and there's no shortage of drama and buzzer-beating shots. Even though many of the upsets have busted our brackets, the thrill of seeing underdogs win is exciting.

As we near the end of the first quarter of 2018, we are counting down the days to the Annual Dinner and Golf event on May 16/17. Sponsorships, foursomes and hotel rooms are filling up fast, so be sure to lock in your spots soon.

In this issue of the Waybill, we highlight lots of great events in March and April that the Board has planned for our members; as well as a couple of new additions this month – our Board Member Spotlight with Patrick Seger and a rail industry update from Tony Hatch.

We're pleased to report our Scholarship winners that were announced at our Executive Luncheon on March 14th. Thank you to the Club members for their continued support of this program and to the Scholarship Committee for their time in evaluating all of the applications. Congratulations to the outstanding students who received recognition for their efforts in and out of the classroom.

Finally, we are excited to promote our partnership with MARS for the Young Professionals event on March 22nd. Our joint effort is a way to encourage young professionals from the transportation industry to network and learn more about both organizations.

As always, we welcome your feedback and look forward to seeing you at a TCC event soon.

Sincerely,

Tom Tisa
President
Traffic Club of Chicago

[Board Member Spotlight: Patrick Seger](#)

Patrick is responsible for both marketing and sales in the northern U.S. with a focus on Shippers, Car



Patrick Seger Sr. Technical
Sales Rail National
Accounts for PPG
Industries

Owners, Repair & New Car Manufacturing and Fleet Service Groups. He previously worked at Ameron International, ITW and Glidden Paint Company. Patrick has over 30 years of experience in Industrial Coatings with 20 years in the Rail Industry.

Patrick has been a member of the Traffic Club of Chicago for 13 years and was recently honored in being elected to the board. “My most rewarding experience has been participating on the scholarship committee.” He has always enjoyed the opportunities to interface and network with TCC members at the Club’s events finding the experience extremely valuable in expanding his industry perspective.

Patrick is a graduate of Illinois State University with a Bachelor’s degree in Communications. He lives in Rockton, IL with his wife, Kathy, and five children.

Big Year for North American Freight Railroading

2018 is a crucial test for the future direction of freight railroads (and the start of the year doesn’t give confidence). Rails ended 2017 with a good quarter (much, much better than what we expected a year ago at this time). Financially, things were super – record-low OR’s, solid (above-WACC) ROIC, solid 2-3% pricing increases and good productivity combined to mean that most carriers beat expectations for the quarter (and for all four quarters, progressively). It was a year of high drama – (two) hurricanes plus Hurricane Hunter (and his untimely passing).

But, will we look back at 2017 as the beginning of a period of lost opportunity? There was little regulatory pressure last year (not to say Washington was an oasis of quietness). The modal competitive situation is tilting in the rails’ direction, and the economy is growing. Will the rails whiff on the tipped fastball down the middle? That is hardly written in stone, but some worrisome signs have emerged:

- Rail service became an issue again – with an STB “Listening Session” on CSX but also issues emerging by year end at virtually every carrier (notably CN and NS). The “service metrics” showed mild deterioration every week by every carrier (with few short-lived exceptions): Dwell and cars-online increased by ~5% and ~2%, respectively, while velocity slipped 4%. Not a “meltdown” for sure, despite such terms being bandied about at times, but not great either, even with weather disruptions.

- Service issues may cause rails to miss one of the best market share opportunities in years. Trucking capacity issues exacerbated by federal regulations (ELDs) and declining infrastructure (without relief in sight, mind you) have given rails the opportunity to gain or regain share in some carload segments (paper, lumber, auto parts, etc.) and, especially, intermodal. True, intermodal volumes were up 5.8% for the quarter (and almost 5% for FY17) – but that was led by almost 8% growth in international containers – and domestic, truck-competitive boxes grew only 2.5%
- Trade issues remain unresolved heading towards election season in the US and, importantly, Mexico....
- Technology no longer appears as a friend to the rails, on the surface, as consistent attention paid to AV trucking reminds us that “winter is coming”
- Investors remain focused on shorter term issues – such as (the cult of) OR improvement, using the strong cash flow generation enhanced by the tax cut toward direct shareholder action such as buybacks over growth (but not maintenance) capex....

But, as I said, the future isn't written yet. For those five elements of concern, there are an equal number of portents showing that the future of the “railroad renaissance” is still bright, and that the ol' railways can still turn on a fastball:

1. Rail service was finally the area of investor and management focus by year end; CSX has at least “stabilized; CN has a well-financed plan of attack (and frankly they grew much faster – ~10% - than expected)
2. Railroads and Amazon can be friends! domestic container growth will be an area of intense scrutiny – but the 6% growth in 28' (“Pup”) trailers on rail points to the industry's ability to play in the ecommerce game
3. At least it doesn't appear that NAFTA will be eliminated – although recent personal moves in the White House suggest trade hard-liners are once again on the ascendant. The rails have been lobbying furiously, as they should, but this is something they, and the North American economy, can't directly control
4. PTC will be the backbone of the coming digital railroad – Several rails have reversed their public positions on PTC, set for installation completion by YE, from “unfunded mandate” to digital-enhancer (notably NS, CN and KCS). This is only symbolic, so far, but powerfully so. Perhaps winter can be avoided or embraced, after all....
5. Capex is nudging back up after a two year decline, and we expect increases on tech (hardware and opex-software) beyond PTC, and on capacity will coincide with improved returns, making the case for long term investment in the “renaissance”

Anthony B. Hatch

abh consulting

<http://www.abhatchconsulting.com>

Obituary for Albert J. Natick

Albert J. Natick, age 89, passed away on February 19, 2018. The beloved husband of Lois (Wachtel) for 66 years, loving father of Joyce Wickman and Patricia Langowski (Brian). Survivors include adored grandchildren Sarah Wickman, Brian Wickman and great-grandchild Hailey Lynn. The oldest of seven siblings, he is the fond uncle of many. Albert's career followed some interesting paths. As a young man, his family lived in Canada, where he qualified to teach students kindergarten -8th grade. During his days in the army, Albert rose to the rank of First Lieutenant Infantry Officer of the National Guard. In 1957 he entered the U.S. Air Force Reserve, later commanding an Installation Squadron. He retired in 1963 as a Captain. Albert launched his corporate career at the Chicago and Northwestern Railroad, where he met his wife, Lois. He was rapidly recruited to Libby, McNeil and Libby, holding the titles Assistant to the President and Director of Government Industry Relations. He loved to recount his experiences with President Nixon, Senator Dirksen and CIA officials. Albert continued his education via completion of an accelerated Harvard Management Program and coursework at Colgate and Stanford. An acquisition of Libby's led Albert back to the Chicago and Northwestern Railroad, where he retired as General Manager of Marketing and Sales. In retirement, he enjoyed many years traveling with his wife, time with family and a regular tee-time on the golf course. Private services were held.



[April Executive Briefing with US Mexico Chamber of Commerce](#)

The Future of the Internet of Things (IoT) &
The Digital Supply Chain
Leveraging the shift to a data centric world
Luncheon & Supply Chain Conference

Keynote Luncheon Speaker: Don
DeLoach Author: "The Future of IoT"

April 18, 2018 at 12:00 PM
Navistar Corporate Headquarters
2701 Navistar Dr.

Lisle, IL 60532

Mr. DeLoach is an Internet of Things (IoT) thought leader, author, and CEO with a proven track record of success managing high growth B2B technology companies. A strong leader with a dedication to serving customers. He has extensive experience in global marketplaces. Don is Co-chairman of the Midwest IoT Council and he is on the executive committee of the Array of Things Project for smart cities and has held numerous director and board of positions.

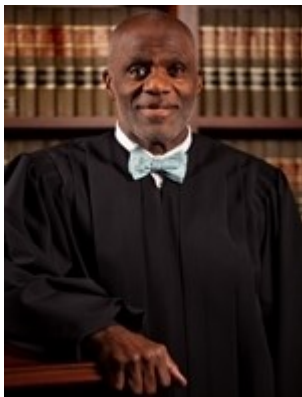
Also, Expert Panelists will discuss

- EM Supply Chain Leaders – Vision for Supply Chain Digitalization
- The Complexities of Cross Border Trade – Compliance in the Digital World
- Logistics Integration - Bringing the Pieces (and Data) Together

Join us to learn about systems that drive Smart Business, Smart Supply Chain, Smart Factories, Smart Machines, Smart Products, Smart Borders, Blockchain, and Autonomous vehicles.

Registration Options:

[Click here](#) to register online



[2018 Annual Dinner And Golf Outing: Register Today!](#)

The Traffic Club of Chicago's biggest event of the year will take place at McCormick Place's stunning Skyline Ballroom on Thursday, May 17th, 2018.

Also, the Annual Dinner Golf Outing will once again be taking place the day prior to the Annual Dinner, May 16th, 2018, at Cog Hill Golf Club.

[Click here to register!](#)

The guest speaker will be Justice Alan Page, Former Associate Justice of the Minnesota Supreme Court & NFL Hall of Famer!

Justice Page served on the Minnesota Supreme Court from 1992 until 2015 when he reached the mandatory retirement age of 70. He was the first African American on the court and one of the few associate justices ever to join the court initially through election, rather than appointment by the governor. To view Justice Alan Page's full bio, [click here!](#)

About Cog Hill Golf and Clubhouse

Located in Lemont, IL, John W., Martin J., and Bert Coghill first opened Cog Hill Golf and Clubhouse in 1927 and ever since they have provided quality golf on all four courses. Cog Hill was ranked 1st among public courses by Golf Digest and Dubsdread has been the site of the PGA Tour's Western Open (1991-2006) and the BMW Championship (2007, 2009-2011).

Registration Options:

[Click here](#) to register online

Reserve Your Hotel Room Now for 111th Annual Dinner

Don't wait, make your hotel reservation now! The Traffic Club has reserved a block of rooms at the Hyatt Regency McCormick Place at the discounted rate of \$259 per night from 5/17/18 - 5/18/18. You can make your reservations online by [clicking here!](#)

The cut-off date for reserving rooms in the room block is 5:00PM on April 25th, 2018.

TCC-MARS Young Professionals Happy Hour

March 22, 2018 @ 5:30-7:30pm
 Tradition Gastro Pub
 160 N Franklin St, Chicago

Connect with peers under 40 in highway, air, rail, and water modes as well as providers of third party logistics, information technology, and equipment, along with some of the nation's largest shipper organizations.

Join us on Thursday, March 22nd at Tradition Gastro Pub for a happy hour event to learn more about the MARS and TCC.

Dress is casual/business casual. Drinks & appetizers will be provided.

RSVP to: KWright@freightcar.net

Special thanks to our sponsors for the event: CN and FreightCar America.

[Annual Dinner Program](#) [Offers Advertising and Sponsorship Opportunities](#)

Our 111th Annual Dinner on May 17, 2018 will once again offer advertising in the dinner program for those companies wishing to promote their services.

The program will be seen by nearly 900 attendees from the transportation, manufacturing and logistics industries, many of them coming from across the U.S., Canada and Mexico, to attend this much anticipated event.

\$900 – Full Page Ad - 5 ½ x 8 ½

\$600 – Half Page Ad - 5 ½ x 4 ¼

All ads will be in color and must be furnished to the club office in a PDF format and must be no less than 300 DPI. No Bleeds. The Club office will not be responsible for any advertising layout or design work.

Dinner and Golf sponsorships are also available.

Space is limited so get your ads in as soon as possible!

To reserve your spot, please [Click Here](#) for the Sponsorship Application, e-mail TCC Staff at staff@traffic-club.org or call the office at 630-529-1333.

[2018 Dues Renewal](#)

For Club members - your 2018 dues invoice for the Traffic Club of Chicago (TCC) is now available through the member portal of the TCC website.

For member convenience, TCC has implemented a credit card storage and automatic recurring dues payment system. Please note there are ample safe guards in place to protect your credit information when held on file. To opt in for automatic recurring dues payments, simply check the box stating "I would like to opt in for automatic recurring dues payments" when paying your dues for 2018.

For step by step instructions on how to pay your 2018 dues, [click here](#).

[Click here](#) to pay your 2018 dues!

Should you have any questions please e-mail staff at staff@traffic-club.org or call at 630-529-1333.

We sincerely appreciate your support of the Club through your membership!

[TCC Career Center](#)

The TCC Career Center is a resource for employers and professionals in the world of shipping, transportation, logistics, and supply chain. The Career Center provides a listing of available jobs, internship opportunities, and resumes of job seekers.

If your company falls into the shipping, transportation, logistics, and supply chain industries, you are invited to post job openings and internship opportunities at no charge. Positions may be full-time, part-time, or unpaid that primarily cater to Illinois and surrounding states.

Job seekers are invited to post their resume at no charge. Resumes will be posted for 3 months, extensions may be requested.

Submit your position, internship or resume to: staff@traffic-club.org

PDF documents (.pdf) are preferred for job/internship & resume postings.

[Click here to check out the Career Center today!](#)

[The Scholarship Committee Announces Award Winners](#)

Scholarship Committee chairman, Bryan Vaughan, announced that his committee completed the judging and selection of this year's scholarship award recipients. The presentation of these awards was made at the Education Committee's March 14th Executive Luncheon at The Estate by Gene & Georgetti in Rosemont, IL.

Mr. Vaughan would like to sincerely thank the committee for their hard work in judging this year's applicants; and to all the students who took part in this year's scholarship award program. "We had an exceptional group of students apply this year and we really enjoyed reading about their accomplishments and plans for the future. I hope that those who were not selected will not be deterred from applying for next year's scholarship program." The following individuals are this year's winning applicants:

George Baima Award

Olivia Raye Tisa

St. Louis University
(Missouri)

Tom Mitropoulos Award

Karli Renee Sellers

University of Florida
(Florida)

Additional recipients

John Ruslan Clugg

University of Tennessee-Knoxville
(Tennessee)

Lauren Ann Comanse

Creighton University
(Nebraska)

Sophia Carmen Hillesland

University of Michigan, Ann Arbor
(Michigan)

Alexis Beaudry Jakubowski

Middlebury College
(Vermont)

Julia Helen Hable Long

Rijksuniversiteit Groningen
(Netherlands)

Megan Elizabeth McCarthy

University of Illinois
(Illinois)

Rachel Ann Reinecke

University of St. Thomas
(Minnesota)

Nicole Retzlaff

Mercyhurst University
(Pennsylvania)

Megan S. Sullivan

University of Wisconsin Milwaukee
(Wisconsin)

Jared William Thomson

Indiana University
(Indiana)

Madeline Anne Tisa

St. Louis University

(Missouri)

Megan Elise Van Poucke

University of Missouri

(Missouri)

Elizabeth Angelica Werner

Indiana University

(Indiana)

[Welcome New Members](#)

Nathan Monico

Salco Products

Resident

1385 101st St

Lemont, IL 60439

6306057700

nathan_monico@salcoproducts.com

Mike Clemons

RoadOne IntermodaLogistics

3201 Centerpoint Way

Joliet, MA 60436

44-343-0516

mclemons@roadone.com

Saira Calderon

Governors State University

Student

1 University pkwy.

University Park, IL

60484

(708) 534-5000

calderon.saira@gmail.com

Daren Gardner

Quality Transportation Services, Inc.

8235 Meadowbridge Road

Mechanicsville, VA 23116

804-399-8134

dlgardner@qts.com

Clarissa Bailey
UPS/WIU
Student
1224 West 76th Street
Davenport, IA 52806
309-373-1483
ce-bailey@wiu.edu

Tim Jones
Ervin Equipment, Inc
608 N Ohio
Toledo, IL 62468
217-202-9411
tim@ervinusa.com

Traffic Club of Chicago
800 Roosevelt Rd. Suite 312-C
Glen Ellyn, IL 60137
630-529-1333 | staff@traffic-club.org

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