



the Pallet

Volume 100 - November 2011

visit our website at www.iacac.com

US trucking weathering the economic slowdown

The past couple of months have brought forth dismal economic news. Stubborn high unemployment rates, a GDP that shows little growth and mounting concerns of a double-dip recession and so on. The US economy has indeed slowed since the beginning of the year; however, trucking companies still remain optimistic as demand for services continue, although at a slower pace. Still, the concerns of trucking companies remain the same as earlier in the year: capacity, rates and regulations.

Year-to-date through August, truck tonnage is up 5.2% compared to 2010. According to American Trucking Association's Chief Economist, Bob Costello, "The number of trucks operated by the truckload industry is still down about 12% from the height in late 2006, yet tonnage levels are about the same as in late 2006. Additionally, most carriers are finding it very difficult to hire new truck drivers, which mean they can't add too many trucks." According to the CEO of Old Dominion, less-than-truckload freight demand

remains healthy, despite fears of another recession. Old Dominion's CEO said business was in line with predictions of slow growth. "We were seeing normal seasonal sequential trends from July to August and the beginning of September. The month ended on a good note for us."

Although many carriers have noted either a rise or at least a steady level of demand, the majority of carriers plan to add little, if any, capacity. Even though the Institute of Supply Management's ISM manufacturing index increased 1% month over month during September to a reading of 51.6 from 50.6 in August, carriers remain cautious. This is mainly due to a weaker start of the peak shipping season and the uncertainty of the US economy.

(continued next page)



Calendar of Events

Tuesday, November 8, 2011 - I.A.C.A.C.
Luncheon Meeting and **General Elections** - at Holiday Inn Elk Grove Village - 1000 Busse Rd. - Elk Grove Village - (847) 437-6010. Check-In 11:15am, with lunch at 12 noon - Cost is \$25.00 - Please RSVP to the hotline at 630-272-1612 or on our website by [clicking here](#).

UP FRONT...

<u>Contents</u>	<u>Page</u>
Frankfurt Night Flights	3
Flight 191 Memorial	5
FedEx Healthcare	7
Mixed Signals	8
United Cargo	9
Luncheon Info	10
Absentee Ballot	11
747-8 News	17
Classifieds	19
Events in the Industry	21



US trucking weathering the economic slowdown (continued)

During the first half of the year, carriers were able to successfully implement rate increases. Recently, carriers such as UPS Freight, Con-Way and ABF announced general rate increases of 6.9% effective August 1, whereas FedEx Freight increased rates by 6.75% effective September 6. However, in their outlook for the rest of the year and into next year, carriers expect rates to remain flat due to the sluggish economy.

CSA (Compliance, Safety and Accountability) is increasing in importance to carriers as it continues to be fully implemented. Carriers have recently noted difficulty in attracting and maintaining qualified drivers as a result of the ruling. Carriers are increasing wages and improving benefits in order to compete for drivers.



A revision to the Hours-of-Service regulations is expected to be published by the government this month. The revision which includes reducing the hours on the road from 11 hours to 10 hours has drawn mixed reactions throughout the trucking industry. Some industry insiders have suggested the revisions could further reduce capacity 3%-6%.

Looking ahead, the trucking industry will continue to weather the slow growing economy. Some carriers, such as Old Dominion have been successful in gaining market share while others struggle to maintain costs. Little capacity is expected to be added over the coming months. Carriers may attempt to raise rates again but may not be as successful as they had been in the past. Finally, regulations will continue to affect the driver pool, which in turn may give reason for carriers to increase rates as they raise wages to attract and maintain qualified drivers.

CDM Software Solutions, Inc.
Innovative Software for Global Transportation™

www.cdmsoft.com · www.isfsoftware.com

Complete Freight Forwarding Solution

- § Air Domestic, International, Consolidation
- § Ocean Export, Consolidation
- § Automated Export System (AES)
- § Billing & Job Costing
- § Integrated Accounting

Enhanced Options Include

- § Purchase Order Logistics Manager
- § Air Carrier EDI
- § Ocean Carrier EDI
- § Web Shipment Entry
- § Web Cargo Tracking

Certifications & Alliances

- ISF 10+2
- Sea AMS
- ABI
- AES
- INTRTRA
- GT NEXUS
- TRAXON
- CargoSmart

Lufthansa Cargo: Frankfurt night flight ban to cost millions

Lufthansa Cargo (LHC) said the German regional court ruling halting night flights from its Frankfurt Airport (FRA) cargo hub would cost the carrier “double digit million of euros” in rescheduled flights and lost customers (ATW Daily News, Oct. 12).

LHC CEO Karl Ulrich Garnadt criticized the night-flight ban, which will take effect Oct. 30. FRA opened a fourth runway Oct. 21 (ATW's Airports Today, Oct. 5).

The ban, which runs from 11 p.m. to 5 a.m., will affect 17 flights nightly; most are LHC flights. LHC operates 10 scheduled FRA nighttime slots in its winter schedule.

A higher court in Leipzig will rule on whether to reallocate night flights in the first quarter of 2012.

“The ruling came to us as a complete surprise,” Garnadt said in response to a question from ATW.



He added that LHC has implemented a backup plan, which includes canceling two to three flights per week and moving some flights to daytime hours. Also, some flights to China will now stop for several hours at Cologne/Bonn (CGN) after leaving FRA in the evening.

“On routes to China we are losing five hours [of] delivery time and we have to realize that CGN nighttime slots are very limited,” he said. Night cargo flights to New York JFK and Chicago O’Hare may operate starting in January from CGN “but we [will] need heavy trucking from FRA to CGN,” he explained.

Garnadt said it would make no sense to shift cargo operations to Frankfurt Hahn: “The exchange between belly capacity from Lufthansa to our freighters is important. We need connectivity.”

He mentioned that LHC will stay with its 777 freighter order with first delivery scheduled for 2013 (ATW Daily News, May 20), but noted that the Leipzig ruling will determine where the aircraft will be based.



**You can now
browse or post
job listings on the
IACAC website!**

[Click Here](#)



RFD SAVES TIME.

How? Our independent airspace ensures less flying time – averaging 20 minutes per flight.

RFD CARGO.COM

For cargo related questions, contact **KEN RYAN**
kryan@flyrfd.com • 815-703-5187

Qantas Freight Grounded

Qantas has ceased taking new cargo bookings after indefinitely grounding its entire passenger fleet on Saturday and announcing it would lock out large numbers of its Australia-based staff from Monday 8pm AEDT onwards because of ongoing industrial action by three unions.

However, scheduled and charter freighter services operated by its Qantas Freight division using its fleet of one Boeing 767-300F and three wet leased B747-400Fs will continue. The B767 aircraft was introduced earlier this year and is currently operating six nights a week between Australia and New Zealand, while the B747-400Fs typically serve destinations in Asia and the U.S..

“At this stage we are not able to say when normal operations will recommence and are therefore not taking new bookings on Qantas services,” said a spokesperson.

“Contingency plans are in place to ensure our terminals are able to continue servicing our freighter operations and handled carriers. Freight that is on hand in our terminals is, where possible, being moved on to other services including those operated by our alliance partners and JETS Transport Express [a truck feeder services for its air cargo business].

“Customers may also arrange to collect export freight from any of our terminals where we are unable to provide a service.”

Freighter operations under the Express Freighters Australia and Atlas Freighters brands will continue, as will budget Jetstar services, domestic QantasLink flights and trans-Tasman links operated by Jetconnect.

“Our freighters, both our international B747-400

and trans-Tasman B767-300 services, are operating to



schedule,” the spokesperson told FlyingTypers. “All employees covered by the three unions will be locked out of Qantas workplaces including our Freight terminals in Brisbane, Melbourne, Perth and the Express Handling Unit and Mail Handling Unit in Sydney.”

Staff represented by the three unions – the Australian Licensed Engineers Union (ALAEA), the Transport Workers Union (TWU) and the Australian and International Pilots Union (AIPA) – will be barred from Qantas premises in Australia from 8pm on Monday.

The decision to ground Qantas aircraft will affect 108 planes at 22 airports, according to the carrier, but the lock out does not apply to overseas staff.

The move was taken in response to ongoing strikes by the unions, which Qantas claims have been costing the company over 15 million Australian dollars (\$16 million) per week and have caused more than 600 flights to be cancelled. The unions have been protesting against the carrier’s plans to axe 1,000 jobs and refocus its operations on Asia.

“Aircraft currently in the air will complete the sectors they are operating,” said Qantas yesterday (Sunday) “However, there will be no further Qantas domestic departures or international departures anywhere in the world.

“This will have an estimated financial impact on Qantas of \$20 million per day. The lock-out will continue until the ALAEA, the TWU and AIPA drop the extreme demands that have made it impossible for agreements to be reached.”



Air Menzies International

Chicago
Tel: 630-595-6300 / Fax: 630-595-6633

Los Angeles
Tel: 310-649-5678 / Fax: 310-649-1999

New York
Tel: 718-527-5333 / Fax: 718-527-5389

Atlanta
Tel: 404-765-9090 / Fax: 404-765-9080

Dallas
Tel: 972-426-6535 / Fax: 972-426-6537

**AMI IS THE WORLD'S
LEADING CARGO AND
EXPRESS WHOLESALER.**

Having combined forces with UAC in April 2007, we are here to help you with all of your shipping needs. We offer Consolidations, Back 2 Back, Import and Cross-trade services.

Website: www.airmenzies.com



RFD SAVES FUEL.

How? Cargo facilities just off primary runway – ensures 5 minutes from wheels down to engines off.

RFDCARGO.COM

For cargo related questions, contact **KEN RYAN**
kryan@flyrfd.com • 815-703-5187

Flight 191 memorial finally offers closure

Thirty-two years and nearly five months of waiting ends Saturday as a permanent memorial remembering the 273 victims of American Airlines Flight 191 plane crash is unveiled in Des Plaines.

More than 1,000 people, including more than 120 families of victims, are expected to attend the 11 a.m. dedication ceremony at Lake Park, 1012 Touhy Ave.



Thousands of emails have been pouring in from all over the country since news of the memorial spread, said Kim Jockl, assistant principal at Decatur Classical School in Chicago.

Jockl and her sister, Melody Smith of Arlington Heights, lost their parents in the crash.

“We have 5,000 ribbons to pass out so we’re ready for a large crowd,” she said.

Jockl and Smith have been trying for years to get some sort of commemoration for Flight 191 victims. They organized a memorial gathering at a chapel in O’Hare International Airport’s Terminal 2 on the 25th anniversary of the crash.

It was the sixth-grade class of 2009-2010 at Jockl’s school that tirelessly lobbied lawmakers and American Airlines for two years to get the memorial.

State Sen. Dan Kotowski of Park Ridge and U.S. Rep. Jan Schakowsky of Evanston helped secure roughly \$20,000 in funding from American Airlines.

“It took a while to get their support. Everyone is just so happy and so proud that we can finally get this done,” said eighth-grader Simone Laszuk, 13, of Chicago. “We were 11 when we started the project. We had such a great time doing it.”

The memorial, erected by Des Plaines Park District,

is at the northwest corner of Touhy Avenue

and Lee Street, not far from where Flight 191 went down shortly after takeoff. It will bear the names of all the victims, including Jockl and Smith’s parents, Corrinne and Bill Borchers.

Jockl said she found solace in getting the memorial built, but there are still many others who need closure.

“We are all at different stages,” she said. “There are so many people connected in some way to this flight beside those who actually knew someone on the flight, that I think it’s important, and those are people who still need a place to even share their story.”



RFD SAVES MONEY.

How? Averaging one flight a day into RFD – can save approximately \$500,000 a month.

RFDcargo.com

For cargo related questions, contact **KEN RYAN**
kryan@flyrfd.com • 815-703-5187



**GLOBAL
TRADE
ACADEMY**

Freight Industry Webinars

Global Trade Academy offers the following webinars on current topics. To register, call 609-896-2020. Register early. Deadline for registration is one week in advance of each webinar. Certificates of Attendance are provided for each attendee. Suggestions for additional topics and speakers or moderators are welcomed.

Managing Cultural Perspectives	11/8/2011 1:00:00 PM
NAFTA Rules of Origin	11/29/2011 1:00:00 PM
Doing Business with Brazil	12/1/2011 1:00:00 PM
Understanding Drawback	12/6/2011 1:00:00 PM
Supply Chain Management Decisions Support Strategies, Frameworks, and Practitioner Lessons Learned	12/7/2011 1:00:00 PM
Incoterms and Managing Supply Chain Liability (Dec 13)	12/13/2011 1:00:00 PM
C-TPAT Updates and Best Practices for Preparing for a Validation	12/15/2011 1:00:00 PM

<http://www.learnatgta.com/>



This Electronic Newsletter Prepared By:

Allegra Marketing Print & Mail - 510 East Northwest Hwy - Palatine, IL 60074

Phone: (847) 963-0000 - Email: info@allegrapalatine.net - Web: <http://allegrapalatine.net>

2010 Marketing Trailblazer Award Winner • 2011-2013 National Advisory Council Representative



Dangerous Goods Classes 2011

IATA 3 Day

Nov 15-17

IATA 2 Day

Nov 15-16

1 Day Recurrent

Nov 14

FedEx turns focus on global healthcare sector

The healthcare industry is dynamic and growing at a rapid rate. FedEx estimates the global healthcare industry is valued at \$1.1 trillion and is growing at a CAGR (Compound Annual Growth Rate) of 5%-8%. The transportation portion of the industry is forecasted to reach \$36bn by 2012 and cold chain valued at \$9.5bn by 2016.

The globalisation of the healthcare industry along with increases in regulations has resulted in opportunities for transportation and logistics providers such as FedEx. However, according to Richard Smith, FedEx's Managing Director of Life Sciences and Specialty Services, one of the most difficult issues for customers is when products move from one location to another. Shippers, such as pharmaceutical manufacturers, need to be assured of not only the security but also that the correct temperature is maintained throughout the transportation process—a much more difficult proposition than managing temperature when products are at rest.

As the world's largest air cargo carrier, FedEx believes it is in a unique position in the transportation industry in its ability to maintain security and temperature control of products. For example, FedEx takes on a custodial role in managing the shipment of healthcare goods. It offers targeted temperature-controlled services in all markets where it has a custodial-controlled network, from pick up through delivery; instead of handing off the goods to a third party. Although demand for transportation of healthcare products is currently strongest in the US, FedEx anticipates greater demand from Asia, particularly in Southern India, home for many pharmaceutical manufacturers.

FedEx also offers temperature-controlled road transportation although mainly within the US market. Transportation services offered include temperature-controlled vehicles and a temperature-controlled

delivery network that is monitored and maintained for cold-chain compliance. FedEx is also developing its warehousing and distribution services for critical inventory in the US, Europe and Asia, including India.



FedEx maintains that its' dominant position in the air cargo space is what sets it apart from the rest of the competition within the healthcare industry. As the healthcare industry continues to globalise, Smith says it will look for partners that can demonstrate the ability to handle industry concerns such as security and the management of temperature-sensitive goods.

THE CHARTER STORE

"Air Charter Made Easy"

*Worldwide Air Charter Solutions
Provided By Our Highly Experienced
Air Charter Team*

24/7/365 – Rapid Response

Toll Free: (USA) 800-805-JETS (5387)
Local phone: 1-954-713-9363

info@thecharterstore.com
www.thecharterstore.com

Mixed Traffic Signals In September - IATA

(Airwise) Passenger traffic rose strongly in September but cargo traffic fell back, according to figures released on Monday by the International Air Transport Association.

Passenger traffic was 5.6 percent higher than the same month last year and stronger than the 4.6 percent year-on-year growth recorded in August, the figures showed.

But air freight posted a 2.7 percent contraction compared to September 2010 – a further deterioration from the 2.4 percent recorded in August.

"September's strength in passenger demand was a pleasant surprise," said IATA's Director General Tony Tyler.

"Freight demand contracted for the fifth consecutive

month and this trend is in line with falling business and consumer confidence.

"We are still expecting a general weakening in passenger traffic as we head towards the year end."



International air travel volumes rebounded to levels reached in July following an August dip. The sharp decline in business confidence in most economies and the weakness in US and European consumer confidence suggest reluctance for business and leisure travel.

IATA said that continuing strong air travel markets might reflect robust economic conditions in emerging markets and flights booked earlier in the year when there was more optimism.



LABELMASTER PACKING SERVICES



On-Site & Off-Site Crating Services

Certified **Cargo Screening** Facility **TSA APPROVED**

Re-Icing at O'Hare Airport, Your Place or Ours

Hazardous Materials Shipping & Consultation

1-866-655-5539

1775 Lively Blvd., Elk Grove Village, IL 60007

Fax: 1-866-599-9936 • Email: sales@lmps-dgm.com • www.lmps-dgm.com

United Cargo: Forward Air as primary US ground logistics provider

United Continental Holdings has announced a new logistics agreement between United Cargo, the cargo division formed by the merger of United and Continental Airlines, and Forward Air, Inc. Under the terms of this multi-year agreement, Forward Air is now the primary provider of expedited ground transportation services in the US for United Cargo.

Continental Cargo and United Cargo both had extensive trucking networks to support their transport of cargo by air. Aligning these two networks, and contracting with Forward Air as primary provider of trucking service in the US, provides a wealth of benefits for the combined United Cargo

and its customers. These benefits include additional destinations, increased frequency, optimized capacity and access to Forward Air's 24/7 logistics support team and shipment tracking tools.



"For the past five years, Forward Air has delivered exemplary service to United Cargo's customers as our primary trucking service provider in the eastern US," said Robbie Anderson, President of United Cargo. "We are very pleased to bring Forward Air's unlimited capacity, proven reliability and

innovative technology to our customers throughout the country."



Holiday Inn

As a preferred client, we are extending you the following rate.

Hotel:	Holiday Inn Elk Grove
Preferred Client:	IACAC
Commitment Dates:	6/8/2010-12/30/10
Room Nights:	No guaranteed room nights (will review every quarter)
Room Rates:	\$89.00 ~ single/double occupancy/with \$10 Breakfast plus + occupancy tax

The Holiday Inn Elk Grove reserves the right to renegotiate this rate on a quarterly basis. If the above rate meets with your understanding, approve with your signature below and mail, email or fax approved letter to the Holiday Inn Elk Grove Sales Department. Please feel free to contact us if we may be further assistance.



Holiday Inn Elk Grove Village
1000 Busse Road
Elk Grove Village, IL 60007
t: 847.437.6010
f: 847.806.9369
1.800.HOLIDAY
hielkgrove.com

IACAC Luncheon Info



Tuesday, November 8, 2011 - I.A.C.A.C.
Luncheon Meeting at Holiday Inn Elk
Grove Village - 1000 Busse Rd. - Elk
Grove Village - (847) 437-6010. Check-
In 11:15am, with lunch at 12 noon - Cost
is \$25.00 - Please RSVP to the hotline
at 630-272-1612 or on our website by
[clicking here](#).

Topic: ***Annual Election
and Voting***

Elections

See Absentee Ballot on next page



Home Equity Loans Below Prime.

We have the best home equity loan rates in town – some below prime. We offer competitive rates of interest on loans of every size – even on loans of \$25,000 or less.

Call 847-228-9300



We Do More For Your Money

Member
FDIC





Elections

ABSENTEE BALLOT 2012 ANNUAL ELECTIONS

PRESIDENT

Vote for one candidate.

Vote for one (1)

_____ Jackie Morozink
Blue Water Consolidators



BOARD OF DIRECTORS

Vote for three candidates.

_____ Jeff Bruner,
Ablaze Transportation/Superior Logistics

_____ Mitch Estrada, Amerijet International Airlines

_____ Jackie Johnsen,
Transportation Employment Specialists

_____ Susan Visconti, Wen-Parker Logistics

MEMBER OF THE YEAR – 2010

Please vote for one member.

_____ Jeff Bruner
Ablaze Transportation/Superior Logistics

_____ Bill Fors, The Traffic Club of Chicago

_____ Jackie Morozink, Blue Water Consolidators

_____ Mark Stoyas, Porreca Freight

2012 IACAC BYLAW RATIFICATION

Officially name the IACAC Scholarship Award(s) the **Dennis J. Speck Scholarship Award**.

___ Yes ___ No

During the September meeting of the IACAC Board of Directors, a motion was made and accepted that the annual Scholarship Award(s) furthermore be named the Dennis J. Speck Scholarship Award to honor the service and leadership that Dennis has given to the IACAC over many years. Dennis has performed as President, Chairman of the Board, Executive Vice-President and as Chair of innumerable committees. His vision, ability to team-build and guidance allowed the IACAC to remain relevant and maintain a strong presence in the industry, even throughout difficult economic times.

Please print the Absentee Ballot in order to vote. Sign your ballot and write in your company name on the lower right hand side of the ballot. All members are invited to attend the annual meeting on Tues, Nov 8, 2011. If you cannot attend, please vote with this proxy ballot and fax to 773-992-0803. Or mail your signed ballot to: International Air Cargo Association of Chicago P.O. Box 66573 / AMF O'Hare Chicago, IL 60666-0573

Thank you,
IACAC Nominating Committee

Strange Hotels & Resorts



The Balancing Barn

England



Background:

Find a little balance in this precariously perched hotel. It was built by Living Architecture, the brainchild of Swiss philosophical writer Alain de Botton who wrote "The Architecture of Happiness."

The group created a series of homes in the United Kingdom based on high-quality, modern architecture and de Botton's work on the connection between environment, architecture and happiness.

The Balancing Barn in Suffolk, on the edge of a nature reserve, sleeps eight people. Clad in silver tiles and with large windows giving great views, it has also won a series of travel and design awards.

Living Architecture has also just launched its sixth property: a boat-shaped room where you can spend the night, perched on top of the Queen Elizabeth Hall on London's South Bank.

The only stressful thing about this hotel is the swing beneath the barn.

An advertisement for IACAC. It features a laptop with the LinkedIn logo on the screen. The text "IACAC" is displayed in large blue letters to the right of the laptop. Below the laptop, the text "Join our Professional Network on LinkedIn" is written in black on a yellow background.

IACAC

Join our Professional Network on LinkedIn

An advertisement for Twitter. It features a blue cartoon bird holding a sign that says "Follow me!". Below the sign, the text "on twitter" is written in blue, with "twitter" in a larger, stylized font.

Follow me!

on
twitter

Air France Cancels Flights, Says Strike Wilting

(Reuters) Air France cancelled around 15 percent of flights on Monday but claimed the upper hand in a dispute with striking cabin staff after two unions withdrew from the industrial action over staffing on certain routes.

Air France press relations chief Jean-Charles Trehan said the decision by two small unions to quit the protest was good news.

"We're seeing the movement is petering out," he said.

The airline forecast cancellation of just three long-haul flights on Tuesday, after scrapping four on Monday. That was down from around 10 long-distance cancellations on Saturday and Sunday, the first days of a protest that runs until Wednesday.

"We expect to provide at least 85 percent of services today. We've had no last-minute cancellations," said Georges Daher, an Air France executive at Orly airport south of Paris.



That means many aircraft were running with empty seats while people were turned away.

Unions have called flight attendants to strike over five days until Wednesday. One of their main grievances is a plan to reduce staffing on long-haul trips.

The airline has said the protest is incomprehensible and last weekend denounced being "taken hostage" during a period when a Tuesday November 1 holiday prompts many people to take Monday off and go away for an extended weekend.

Transport and Environment Minister Nathalie Kosciusko-Morizet criticized the unions on Sunday, noting that the sector was going through a rough period.

"Air France is in a delicate position," she told Europe 1 radio in an interview.

Shares in Air France-KLM, which is due to publish financial results on November 9, took a hit this week when a media outlet said it was preparing to issue a profit warning.



The government, which has a minority stake in the carrier, has criticized the unions for staging a strike during a busy holiday period, but advance warnings from

the airline have limited the number of people stranded at airports. Despite the change of tune by two unions, four others that say they represent upwards of three-quarters of cabin staff stood their ground.

To keep as many planes in the air as possible, the airline has limited short-haul flights to 100 passengers so that numbers of flight attendants respect safety norms.

Join our



Join the IACAC GROUP on Facebook!

THE TRAFFIC CLUB OF CHICAGO

Invites you to attend our

EXECUTIVE BRIEFING AND LUNCHEON

THURSDAY, NOVEMBER 17, 2011

Fountain Blue Banquets & Convention Center
2300 Manheim Road
Des Plaines, Illinois



PROGRAM

9:00 am – Registration & Networking
10:00 am – William Clement, CSX Transportation
10:30 am – Panel Program

12:00 pm – Luncheon & Speaker
1:30 pm – Adjournment



MORNING SPEAKER

WILLIAM CLEMENT
Vice President, Intermodal
CSX Transportation



LUNCHEON SPEAKER

BRIAN BOWERS
Vice President, Intermodal
Kansas City Southern Railway

PANEL PROGRAM - "INTERNATIONAL LOGISTICS UPDATE"

The panel will discuss the question "Will history impact what's to come?" from an International perspective.



MODERATOR

JEFFREY R. BRASHARES
Senior Vice President
Sales & National Accounts
TTS, LLC

SHIPPER PANEL MEMBERS

SHARON BRINGELSON
V.P. International Logistics
Sears Holding Company

RICHARD ROCHE
President & CEO
Roche Industries LLC

DAVID SATHER
V. P., Global Sourcing
Affinia Group

VIRGINIA THOMPSON
Director Import/Export Operations
and International Trade Compliance
Crate & Barrel – Euromarket Designs, Inc.

PROVIDER PANEL MEMBERS

DANIEL GARDNER
CEO
RF International & Ocean World Lines, Inc.
Subsidiaries of Pacer International, Inc.

JAMES HERTWIG
President & CEO
Florida East Coast Railway

AL IANNELLI
E.V.P., Sales & Marketing
H&M International Transportation

JOHN MARCHESE
Senior Director Sales
DHL Express

TONY ZASIMOVICH
V.P. International Logistics Services
APL Logistics

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

EXECUTIVE BRIEFING AND LUNCHEON
THURSDAY, NOVEMBER 17, 2011
Fountain Blue Banquets & Convention Center

Please reserve the following tickets for your November 17, 2011 Executive Briefing and Luncheon at the Fountain Blue Banquets & Convention Center in Des Plaines, Illinois:

_____ Members and Guests - \$65.00 each _____ CSCMP Members - \$65.00 each _____ Non-Members - \$75.00 each

Name _____ Company _____ Phone _____

- Charge my Traffic Club account _____ Enclosed is my check for \$ _____
 Charge my credit card and contact me for billing information. Send me information on your organization.

No Cancellations after Friday, November 11, 2011.

IACAC would like to announce the upcoming DG training seminar

1 day - Nov 14, 2011
2 day - Nov 15-16, 2011
3 day - Nov 15-17, 2011

Course content

3-Day IATA Initial Seminar includes enforcement, definitions, units of measure, identification, proper shipping names, packing instructions, performance oriented packaging, limited quantities, marking, labeling, n.o.s, .proper shipping names, mixtures and solutions, documentation, dangerous goods packed together, overpacks, excepted quantities, handling and loading. An IATA examination is given at the conclusion of the seminar.

1-Day IATA Recurrent Seminar includes emphasis on regulatory changes with the current edition of the IATA Dangerous Goods Regulations and review of the topics covered in the 3-Day Initial Seminar. An IATA examination is given at the conclusion of the seminar. *Prerequisite for this seminar is previous IATA Dangerous Goods certification within the past 24 months.



3 Day: \$630.00 2 Day: \$575.00 1 Day: \$410.00

Make checks payable to IACAC, PO Box 66573 AMF O'Hare, Chicago, IL 60666

Please contact Dennis Speck at 630-272-1612 for more info.

You can also e-mail him for more information or requests. DenJSpeck@aol.com

Please note that training is for IACAC Members only! Thanks for your support!

Flexible, competitive and knowledgeable with global resources

- U.S. & Global Cargo and Cargo Liability Coverages
- Contractual Liability for Logistics Contracts
- Errors & Omissions Coverage
- ATA & TECRO Carnets
- Customs Bonds with "A" Rated Insurers
- Customized CBP Management Reports for Importers and Brokers
- Leading Technology 24/7
- Experienced and Responsive Customer Service

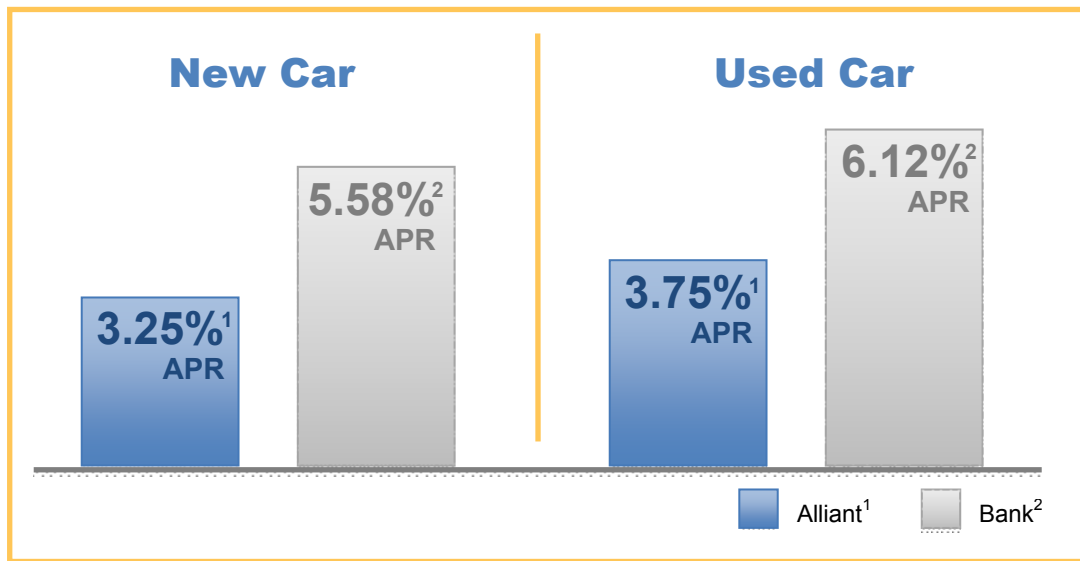
 **ROANOKE TRADE**

Eleven US locations with service companies worldwide
A member of Munich Re and an affiliate of Watkins Underwriters at Lloyd's
847-989-8252 | info@roanoketrade.com



Lower Auto Rates Available at Alliant Credit Union

It's a great time to finance a vehicle with Alliant Credit Union. Whether you're looking to finance a purchase or refinance a loan from another lender, come to Alliant for a better than a bank loan rate and lower car payments.



- Up to **100% financing available**
- **Flexible terms** up to 84 months for new, 72 months for used³
- **Convenient repayment options** - automatic payment or monthly coupons
- **No prepayment penalty**
- **Quick loan approvals** - same day in most cases
- **Preapproval available** - use as leverage as you shop around
- **Optional low-cost protection plans**



GET PREAPPROVED FINANCING TODAY

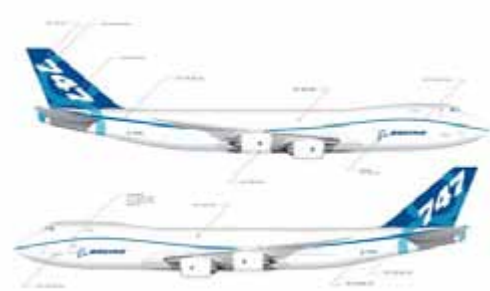
- Call 800-328-1935 (24/7)
- Apply online at www.alliantcreditunion.org

1 Alliant rates as of 12/01/2010. Rates include automatic payment option. Rates are 0.4% higher without automatic payment option. Loan approval, APR and downpayment required based on payment method, creditworthiness, collateral and ability to repay. Rates, terms and conditions are subject to change. APR = Annual Percentage Rate. Add 1% for 84 month term. You must be or become a member of Alliant to apply. Applicant must meet eligibility requirements for Alliant membership. Refinancing of existing Alliant Credit Union loans and loans from other lenders is available. Ask an Alliant Loan consultant for details. 2 Source: Bank average new and used auto rates term of 48 months provided by National Association of Federal Credit Unions in cooperation with Datatrac Corp. as of 12/01/2010. 3 Terms up to 60 months for loan amounts less than \$20,000. Terms up to 72 months for 2009, 2010 or 2011 models with a loan amount of \$20,000 or more. Terms up to 84 months on new vehicle loans of \$25,000 or more.

**Hurry, these great low rates are only
available for a limited time.**



Cargo Slump Threatens More Pain For 747-8



(Reuters) Boeing is battling to prevent teething problems on its 747-8 freighter from turning into a wider customer revolt as jittery airlines seize on a chance to curb their exposure to a slump in the global freight market, industry sources said.

The largest plane built by Boeing, a stretched version of its 747 jumbo, has already been hit by a three-week-long dispute over engine performance that delayed delivery to Cargolux, the plane's launch customer. Another buyer cut its order by 25 percent.

Now, the fallout from underperformance risks eating into profit margins elsewhere as Boeing dangles concessions to prevent other customers from jumping on the bandwagon.

Notably, Cathay Pacific, the world's largest international air cargo carrier, reconsidered an order for 10 747-8 freighters. But Boeing assuaged the airline with concessions on a recent order for eight 777 freighters, industry sources briefed on the discussions said.



Boeing and Cathay Pacific declined to comment.

Boeing's rearguard action comes as the company disclosed a new delay to the passenger version of the 747-8 and global airlines warned of cutbacks in fleet sizes following a downturn in the cargo market.

The International Air Transport Association (IATA) this week warned of further declines after significant cargo market deterioration in the third quarter. Sagging consumer confidence in the West has slowed the world's trade lanes, and Deutsche Bank said on Friday that Chinese and Indian demand was also weaker.

BOEING WATCHING CARGO MARKET

Boeing chief executive Jim McNerney this week described the fading freight market as a "watch item" when asked whether the economy could affect orders for the 747-8.

"The last couple of months there has been some softening," McNerney said. "But the path on these growth curves is often up and down, quarter by quarter."

Aerospace experts say that while the 747-8 has suffered birth pangs, maneuvering by customers makes sense ahead of an anticipated economic downturn.

"The initial production batch looks underwhelming," said Teal Group aerospace analyst Richard Aboulafia. "And given that traffic numbers are underwhelming too, the incentive to defer (orders) has increased significantly."

"For the past three months, the cargo numbers look an awful lot like a double dip (recession)," he said. "Cargo numbers like these are typically advance warnings of things going down."

The problems facing Boeing and engine supplier General Electric fall short of the buyer rebellion and engineering bottlenecks that forced Airbus to suspend plans for a competing freighter version of the A380 superjumbo, after its orders evaporated.

Boeing has 75 orders from eight customers for the freighter version of its updated 747, which lists at USD\$319.3 million.

The 747-8 freighter and an upcoming passenger version promise to burn less fuel than previous 747s. The plane also has new wings, a new tail, state-of-the-art engines and a new cockpit.

Although later batches of new planes often perform better than earlier ones, the darkening economic backdrop has given extra urgency to talks to shore up the 747-8, whose problems have distracted Boeing from its main priority of building more than 800 carbon composite 787 Dreamliners.

"Certainly further deferrals, which wouldn't be a surprise, would hurt this (747-8) program even more," said Alex Hamilton, managing director of EarlyBirdCapital. "I wouldn't argue it's an overwhelming success."

(continued next page)

Cargo Slump Threatens More Pain For 747-8 (continued)

In an embarrassing setback to both Boeing and GE, Luxembourg-based Cargolux refused at first to accept the initial 747-8 aircraft because of a 2.7 percent shortfall in the performance of General Electric's engines.

The plane, originally scheduled for delivery on September 19, finally left the Boeing assembly plant near Seattle for Luxembourg with little fanfare on October 12.

Another customer, Atlas Air Worldwide, scrapped three out of 12 orders in September, citing delays and performance, but still hailed the 747-8 as a "cornerstone" of its future growth.

GE said it was making improvements to the engine, which is similar to a model that will power more than half the 787s already sold.

"Fuel burn on the engines has been well-understood for a long, long time," spokesman Rick Kennedy said. "We're fighting like crazy to get there, and we've got a plan that will meet it."

Attention will now turn to other carriers in Asia, which IATA says is the region worst hit by the cargo downturn.

Industry sources say a key test of confidence will be whether Korean Air, the world's second-largest international air cargo player after Cathay Pacific, and Nippon Cargo Airlines, part of Japan's biggest shipping company Nippon Yusen, weaken their resolve to buy a combined total of 21 747-8 freighter aircraft worth USD\$6.7 billion.

Korean Air is scrutinizing the aircraft's performance particularly closely, two industry sources said. The airline declined to comment.

Besides engine woes, the 747-8 freighter is also up to 8 or 9 tons overweight, according to industry reports. Boeing has not confirmed that estimate. Additional weight is common in new planes but can reduce the distance a plane can fly or the amount of cargo it can carry.

Boeing spokesman Jim Proulx, who said weight reduction is part of any plane production program,

pointed to numerous advantages of the new planes -- even the first ones assembled.

"It's important to remember that, from the day these airplanes are delivered, they provide airlines a leap forward in performance over the airplanes they replace: double-digit improvements in fuel burn, operating cost and lowered emissions; 16 percent more revenue-generating capacity; 30 percent less noise," he said.

"And we are continuing to make improvements that can be rolled into these airplanes after they're already in service," he said.

THE GIVE AND TAKE OF AIRPLANE ORDERS

The ability of any airline to reduce orders or extract penalties depends on contractual guarantees concerning factors such as fuel burn, payload and range or the ability to link certain cities, which tend to be customized to each airline.

It is harder to cancel planes for performance reasons than for late delivery. Still, the 747-8 freighter is running two years late, which is said to be a typical industry threshold for cancellation clauses.

In such negotiations engine makers can play a decisive role as they have the bargaining power to offset the performance of new engines against spares and maintenance on old equipment.

Nearly all 747-8 freighter buyers have significant quantities of GE engines on previously ordered aircraft, especially Cathay Pacific, a major user of GE-powered 777s, and Korean, which operates or has ordered more than 60 GE-powered planes.

Boeing this week announced a further delay in deliveries of a 467-seat passenger version of the 747-8 to early 2012 from the fourth quarter of 2011.

That version is not yet a major force, with 36 sold and a quarter of those destined for VIPs or governments, but its progress is seen as a useful gauge of the volume of changes coming out of the flight tests as Boeing works to keep the program on track.

Classifieds



Send your classified ads to
Mike Cohen (mike@gciord.com)
Global Consolidators (630) 694-0233

DLS Worldwide, is seeking an air freight operations agent for day shift 11:00 - 19:00 Mon-Fri - qualified individual should have a minimum of 3 years air freight experience and have knowledge of both domestic and international operations

Competitive salary and benefits including group medical, 401K.

Interested candidates please send resume to Bob Imhof - DLS Worldwide 200 N Gary Ave. Roselle, IL. 60172 or via email to robert.d.imhof@rrd.com



Click Here to see the job openings at Alliant Credit Union!



**Join the IACAC
GROUP on
Facebook!**

The Northwestern University Transportation Center presents

Tuesday – Oct. 25, 2011 – 7:30 pm

Location: James L. Allen Center, McCormick Foundation Auditorium, 2169 Campus Drive, Evanston, IL

The Inaugural Leon N. Moses Distinguished Lecture in Transportation

**Is U.S. Economic Growth Over?
Lessons from the Long
20th Century**

Robert Gordon

Stanley G. Harris Professor in
the Social Sciences & Professor of Economics
Northwestern University



Wed. October 26, 2011 – 2:30 pm

Location: Kellogg Donald P. Jacobs Center, 2001 Sheridan Road, Evanston Stern Classroom, Rm. G-40
(Reception immediately following presentation)

David L. Strickland
Administrator
National Highway Traffic Safety
Administration (NHTSA) U.S. DOT

*“Successes and Challenges: How Safety
Technology and Fuel Economy Will Impact
Individual Mobility”*



The Lectures are Free and Open to the Public

For more information contact: d-marek@northwestern.edu – 847-491-2280

Events in the Industry

- Nov. 10 EXPORTING FOR GROWTH. Conference, sponsored by Washington Post Live, will focus on how small businesses can most efficiently move their products abroad to expand business opportunities. Speakers from the U.S. Commercial Service, the U.S. Export-Import Bank, the U.S. Small Business Administration, and other leading experts will discuss export assistance available from federal government sources. 8:00 – 10:00 a.m., Hilton Chicago, 720 South Michigan Avenue, Chicago. No charge (parking available @ \$5); advance registration required. For information & registration, please see: <http://washingtonpostlive.com/conferences/exportserieschicago>.
- Nov. 10 EXPORT DOCUMENTATION. Seminar sponsored by the Global Training Center. Topics include: Negotiating Your Contract and Meeting Its Terms; Incoterms 2010: Product Transportation and Risk of Loss; Selection of Harmonized System Number and Tariff Consideration; Forms of Payment; Documentation for Your Export Sale; U.S. Government Export Regulations; Transporting Your Products. 8:30 a.m. – 4:00 p.m., Doubletree Guest Suites & Conference Center, 2111 Butterfield Road, Downers Grove, IL. Fee: \$495 (by October 10; \$545 thereafter). For information & registration, please see: www.globaltrainingcenter.com.
- Nov. 10 CRISIS MANAGEMENT: TOYOTA'S RESPONSE TO MARKET AND MEDIA CHALLENGES. Program sponsored by The Japan America Society of Chicago and RSM McGladrey. Presentation by Dr. James B. Wood, President, Wood Communications Group. 6:00 – 7:30 p.m., RSM McGladrey, 191 North Wacker Drive, Suite 800, Chicago. JASC Members - \$20; Non-members - \$35. For information & registration, please see: www.jaschicago.org/en/events/Default.aspx?eventid=220.
- Nov. 11 INTERNATIONAL COMMERCIAL TERMS. Seminar sponsored by the Global Training Center. Topics include: Purpose and Scope of INCOTERMS®; Structure of INCOTERMS®; Obligations and Proof of Completion; Case Studies; Information Resources. 8:30 a.m. – 12:00 p.m., Doubletree Guest Suites & Conference Center, 2111 Butterfield Road, Downers Grove, IL. Fee: \$295 (by October 11; \$345 thereafter). For information & registration, please see: www.globaltrainingcenter.com.
- Nov. 12 -INTRODUCTION TO GLOBAL TRADE. Continuum workshop, sponsored by Loyola University, is 19 designed to provide an overview of the global trade process to non-trade professionals interested in the global trade function within companies or for those contemplating a career transition into global trade. Course meets two Saturdays, 9:30 – 11:30 a.m., Loyola University Water Tower Campus, Corboy Law Center, 25 East Pearson Street, Chicago. Fee: \$125. For information & registration, please see: <https://perseus.luc.edu/continuum/getCourse?classnbr=6848&term=1116>.
- Nov. 14 THE END OF THE WEST – THE RISE OF THE REST? Program sponsored by The Chicago Council on Global Affairs. Presentation by Niall Ferguson, Laurence A. Tisch Professor of History and William Ziegler Professor of Business Administration, Harvard University. 5:30 – 7:15 p.m., InterContinental Hotel, 505 North Michigan Avenue, Chicago. CCGA Members - \$0; Non-members - \$20. For information & registration, please see: www.thechicagocouncil.org.
- Nov. 15 TRANSPORTATION'S ROLE IN SUPPLY CHAIN. Workshop, sponsored by the Council of Supply Chain Management Professionals, will provide an understanding of transportation's role in moving products all around the world through various modes such as rail, motor, air, and water. Attendees will learn how their roles contribute to overall business success by gaining a firm foundation and understanding for transportation. 8:00 a.m. – 5:00 p.m., CSCMP, 333 East Butterfield Road, Suite 140, Lombard, IL. CSCMP Members - \$395; Non-members - \$495. For information & registration
- Nov. 15 TARIFF CLASSIFICATION. Seminar sponsored by the Global Training Center. Topics include: Tariff Classification Background; Harmonized System; General Rules of Interpretation; General Notes; Classification Rulings; Classification Exercises. 8:30 a.m. – 4:00 p.m., Doubletree Guest Suites & Conference Center, 2111 Butterfield Road, Downers Grove, IL. Fee: \$495 (by October 15; \$545 thereafter). For information & registration, please see: www.globaltrainingcenter.com.
- Nov. 15 BUSINESS RISK OVERSEAS. Global Leaders Luncheon program sponsored by The Executives' Club of Chicago. Presentation by William Bratton, Chairman, Kroll. 11:45 a.m. – 1:45 p.m., The Hilton Chicago, 720 South Michigan Avenue, Chicago. ECC Members - \$59; Non-members - \$79.50. For information & registration, please see: www.executivesclub.org.
- Nov. 16 NAFTA RULES OF ORIGIN. Seminar sponsored by the Global Training Center. Topics include: Overview of the NAFTA Agreement Tariff Phaseout; Rules of Origin; Other Provisions Relating to Origin; Advance Ruling Procedures; Appeal Procedures; Country of Origin Marking Rules; Record Keeping, Penalties, Denial of Benefits; Maquiladora Industry; Annex 401 Specific Rules of Origin. 8:30 a.m. – 4:00 p.m., Doubletree Guest Suites & Conference Center, 2111 Butterfield Road, Downers Grove, IL. Fee: \$495 (by October 16; \$545 thereafter). For information & registration, please see: www.globaltrainingcenter.com.
- Nov. 16 EXPORT BASICS: INTERNATIONAL SHIPPING AND LOGISTICS. Second in a series of four webinars sponsored by the U.S. Commercial Service. Marta Rzeszutek of UPS will present information on how to effectively manage your international shipping and logistics. Topics include: HS Codes; Incoterms; Export Documentation; AES; Certificates of Origin; Export Licensing; and Value Added Tax (VAT). 11:00 a.m. CST. Fee: \$35 (\$85 for the series of four). For information & registration, please see: http://export.gov/eac/show_detail_trade_events.asp?EventID=32606&InputType=EVENT.

Events in the Industry

- Nov. 17 **IMPORT DOCUMENTATION AND PROCEDURES.** Seminar sponsored by the Global Training Center. Topics include: Harmonized Tariff Schedule Classification; Valuation of Merchandise; Special Import Issues; Entry Procedures; Liquidation Process; Penalties and Liquidated Damages. 8:30 a.m. – 4:00 p.m., Doubletree Guest Suites & Conference Center, 2111 Butterfield Road, Downers Grove, IL. Fee: \$495 (by October 17; \$545 thereafter). For information & registration, please see: www.globaltrainingcenter.com.
- Nov. 17 **INTERNATIONAL LOGISTICS UPDATE.** Executive Briefing and Luncheon program sponsored by The Traffic Club of Chicago. Keynote speakers: William Clement, Vice President, Intermodal, CSX Transportation and Brian Bowers, Vice President, Intermodal, Kansas City Southern Railway. Jeffrey R. Brashares, Senior Vice President, Sales & National Accounts, TTS, LLC, will moderate a panel of shippers and providers. 9:00 a.m. – 1:30 p.m., Fountain Blue Banquets & Convention Center, 2300 Manheim Road, Des Plaines, IL. TCC & CSCMP Members - \$65; Non-members - \$75. For information & registration, please call 630/529-1333.
- Nov. 17 **SKILLED WORKFORCE: FIND, TRAIN, RETAIN.** Panel discussion, sponsored by the German American Chamber of Commerce of the Midwest, will focus on differences between the U.S. and German education and training systems, current challenges and business best practices. Panelists include: Dr. Walter Maisel, President & CEO, KOSTAL of North America, Inc.; Geoffrey Somary, President & CEO, Ipsen, Inc.; Simone Pohl (moderator), President & CEO, German American Chamber of Commerce of the Midwest. 4:00 – 6:00 p.m., Hilton Rosemont Chicago O'Hare, 5550 North River Road, Rosemont, IL. GACCoM Members - \$35; Non-members - \$55. For information & registration, please see: www.gaccomm.org/events/?no_cache=1.
- Nov. 18 **IMPORT AUDIT COMPLIANCE.** Seminar sponsored by the Global Training Center. Topics include: Customs Modernization Act; Audit Procedures; Compliance Record Keeping; Importer Self-Assessment Program; Fines, Penalties, Forfeitures and Seizures; Standard Operating Procedures. 8:30 a.m. – 4:00 p.m., Doubletree Guest Suites & Conference Center, 2111 Butterfield Road, Downers Grove, IL. Fee: \$495 (by October 18; \$545 thereafter). For information & registration, please see: www.globaltrainingcenter.com.
- Nov. 18 **THE BASICS OF IMPORTING – CUSTOMS DOCUMENTS & PROCEDURES.** Import workshop sponsored by the International Trade Club of Chicago. Presentation by Scott Alan Case, Licensed Customs Broker, Vice President Operations, The Camelot Company, who will explain the fundamentals of the importing process, including a description and samples of key Customs documentation. 9:00 a.m., DePaul University, O'Hare Campus, 8770 West Bryn Mawr Avenue, Chicago. ITCC Members - \$60; Non-members - \$95. For information & registration, please see: www.itcc.org/eventshow.asp?event_id=584&.
- Nov. 30 **EXPORT BASICS: EXPORT FINANCING/HOW DO I GET PAID?** Third in a series of four webinars sponsored by the U.S. Commercial Service. Roy Becker will offer a comprehensive and simple way to understand export finance, including such topics as: International Payment Options; Currency Exchange Considerations; Incoterms; Pricing; and Export Finance Programs. 11:00 a.m. CST. Fee: \$35 (\$85 for the series of four). For information & registration, please see: http://export.gov/eac/show_detail_trade_events.asp?EventID=32605&InputType=EVENT.
- Nov. 30 **A BASIC GUIDE TO EXPORTING: HOW TO FIND HS CODES AND CALCULATE DUTIES & TAXES.** Webinar sponsored by the Trade Information Center, U.S. Department of Commerce. Learn what the Harmonized Code is, how it's used and how to find it using available on-line tools. Once you know the code, this webinar will also help you learn how to find and accurately estimate the duties and taxes on your goods charged by the importing country. 1:00 – 2:00 p.m. CST. Fee: \$15. For information & registration, please see: http://export.gov/eac/show_detail_trade_events.asp?EventID=32336&InputType=EVENT.
- Dec. 1 **CONNECT LOCALLY, SUCCEED GLOBALLY.** Forum & Resource Fair sponsored by the Barrington Area Chamber of Commerce. Topics include: Selling to the World; Leveling the Playing Field; International Success Export/Import Stories; Connecting to the Power of Social Media; Key Federal, State, and Local Resources. 7:30 a.m. – 1:30 p.m., Makray Memorial Golf Club, 1010 South Northwest Highway, Barrington, IL. Fee: \$49. For information & registration, please see: www.barringtonchamber.com, or e-mail: events@barringtonchamber.com.
- Dec. 5 **HOLIDAY NETWORKING RECEPTION.** Event sponsored by the International Trade Association of Greater Chicago, Citibank, Katten Muchin & Rosenman LLP in collaboration with the: Chicago International Trade Commissioners Association; Hong Kong Business Association of the Midwest; Hong Kong Trade Development Council; U.S.-Mexico Chamber of Commerce, Mid-America Chapter. Network with peers, colleagues and international trade commissioners from Chicago's international business community. Hot & cold hors d'oeuvres, live music and more. Bring an unwrapped toy for donation to Toys for Tots. 6:00 – 9:00 p.m., Rosewood Restaurant, 9421 West Higgins Road, Rosemont, IL. ITA/GC Members - \$30; Non-members - \$40 (receive a \$40 credit on your Membership Application this evening). Sponsorships still available. For information and registration, please e-mail: rsvp@itagc.org, or call 773/725-1106.



I.A.C.A.C. RENEWAL MEMBERSHIP APPLICATION

INTERNATIONAL AIR CARGO ASSOCIATION OF CHICAGO

P.O. Box 66573 • CHICAGO, ILLINOIS 60666-0573

***Please attach copy of most recent business card**

Name: _____

Title: _____

Company: _____

Address: _____

City: _____ State: _____ ZIP Code: _____

Phone: _____ Fax: _____

E-mail: _____

Name: _____

Title: _____

Address: _____

City: _____ State: _____ ZIP Code: _____

Phone: _____ Fax: _____

E-mail: _____

Name: _____

Title: _____

Address: _____

City: _____ State: _____ ZIP Code: _____

Phone: _____ Fax: _____

E-mail: _____

Web site: _____

Category: _____ Airline: _____ Forwarder: _____ Other related: _____

Individual (\$50): Corporate (\$100 includes 2 members):

Additional Corporate members (\$30 per member): _____

I'm interested in serving on the following committees:

Calling / Faxing / e-mailing: Education: Social: Pallet staff:

Membership: Programs: Golf: By-laws:

Scholarship: Other: _____

Membership period: January through December for the year of 2011.



the Pallet

A Monthly Publication of
 The International Air Cargo Association of Chicago
 P.O. Box 66573 - AMF O'Hare - Chicago, IL, 60666-0573
 Tel: 630-272-1612 - E-Mail: denjspeck@aol.com - Website: www.iacac.com
 IACAC Hotline: 630-272-1612

Editor-in-Chief:	Brian Walsh (pallet@instymail.com)	Allegra Print & Imaging	(847) 963-0000
Contributing Editor:	Dennis Speck (denjspeck@aol.com)	Atlantis Transportation	(773) 992-0801
Advertising:	Mike Cohen (mike@gciord.com)	Global Consolidators	(630) 694-0233

DIRECTORS

Chairman:	Kevin Dolcimascolo (2012)	Labelmaster	773-279-2310
Vice Chair:	Jacqueline Morozink (2011)	Blue Water Consolidators	847-290-1414
Director:	Jacquelyn Johnsen (2011)	Transportation Emp. Specialists	630-455-6344
Director:	Ellen Murphy (2011)	Polar Air Cargo	773-686-0222
Director:	Herman Ruiz Jr. (2012)	Channel Distribution Corp.	630-875-6972
Director:	Donna Rozehnal (2012)	DLR International	847-228-8610

OFFICERS

President:	Christina Aguirre (2012)	Spectran Inc.	847-640-8181
Treasurer:	Mike Cohen (2011)	Global Consolidators	630-694-0233
Secretary:	Mark Stoyas (2011)	Porecca Freight, Inc.	847-981-9600
Exec. VP:	Dennis J. Speck (2011)	Atlantis Transportation	773-992-0801
Vice Pres:	Bill Murphy (2011)	American Credit Systems	630-980-5500
Vice Pres:	Mitchell Estrada (2011)	Amerijet International Airlines	630-477-1043

CHANGE OF ADDRESS INFORMATION

Please Send All Change of Address Information to Our Membership Chariman

Mike Cohen (mike@gciord.com)	Global Consolidators	630-694-0233
---	----------------------	--------------

THE OBJECTIVES OF THE ASSOCIATION SHALL BE:

- To exchange information and provide mutual assistance in the promotion of international air cargo transportation in the Midwest Area of the United States.
- To achieve coordinated action in the matters involving or affecting air cargo transportation in the Midwest Area of the United States.
- To carry out activities such as meeting, round table discussions, lectures, research, and information useful to the membership.
- To cooperate with other interested associations and trade groups.

PALLET ADVERTISING

1/2 PAGE	1 TIME \$100.00	1/4 PAGE	1 time \$50.00	BUSINESS	1 TIME \$25.00
	6 ISSUES \$480.00		6 ISSUES \$240.00	CARD	6 ISSUES \$120.00
	12 ISSUES \$720.00		12 ISSUES \$360.00		12 ISSUES \$180.00

E-MAIL ADS OR REQUESTS TO mike@gciord.com Mail all checks to the IACAC PO Box, Attn: Pallet Ads.