Fall 2026
Clearwater Beach, FL

TRMG

TRANSPORTATION REVENUE MANAGEMENT GROUP

Sunday, October 18th

3:00 pm - 4:30 pm	Lobby II - Gulf Room	Check-in Open
3:00 pm - 4:00 pm	Coquina Room- 3rd Floor	Leadership Council Meeting
4:00 pm - 4:30 pm	Sundial Room - 4th Floor	Associate Member Meeting
4:45 pm - 5:30 pm	Palm Room	**Developing the Next Generation of Credit Leaders** with Jay Synder, CCE, ICCE (Thunder Consulting Group)
5:30 pm - 7:00 pm	Coastal Room	Welcome Reception with Associate Members

Monday, October 19th

8:00 am - 9:00 am	Gulf Room	Breakfast with Associate Members
9:00 am - 9:30 am	Palm Room	"Welcome to Clearwater, TRMG!" Opening Remarks
9:30 am - 10:30 am	Palm Room	**Chameleon Carriers: The Shell Game Hiding on Our Highways** with Rob Carpenter (VP of Compliance, Trucksafe Consulting, LLC and Journalist, Freightwaves)

Chameleon carriers are commercial trucking fleets, often foreign-owned and operated, that shed one identity for another after racking up flagrant safety violations and flouting federal regulations. Investigative reporter Rob Carpenter shares his reporting on Super Ego Holding, a network of trucking and leasing companies based in Serbia and the U.S. that is currently under federal investigation and named in a class action lawsuit. Regulators and former employees call it **one of the most notorious chameleon schemes operating today**. Rob will unpack how these networks operate and **what it means for the credit and order-to-cash professionals tasked with vetting them**.

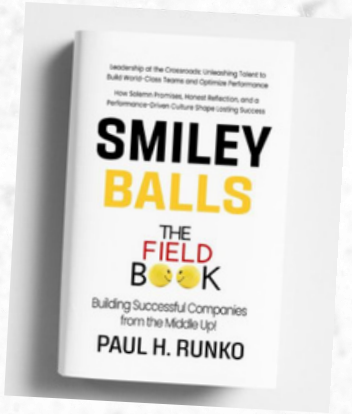
Rob Carpenter is an independent writer for FreightWaves, "The Playbook," TruckSafe Consulting, Motive, and other companies across the freight, supply chain, risk and highway accident litigation spaces. Rob Carpenter is a transportation risk and compliance expert and WHCA member covering White House policy, tariffs, and federal transportation regulation impacting the supply chain. He is an expert in accident analysis, fleet safety, risk and compliance. Rob spends most of his time as an expert witness and risk control consultant specializing in group and sole member captives. Rob is a CDL driver, former broker and fleet owner and spent over 2 decades behind the wheel of a truck across various modes of transport.

10:30 am - 10:45 am	Palm Room	Break
10:45 am - 12:00 pm	Palm Room	**Using AI to Navigate a Bankruptcy Case with Wanda Borges, Esq. (Borges & Associates, LLC)**
12:00 pm - 1:00 pm	Gulf Room	Lunch with Associate Members
1:00 pm - 5:00 pm	Palm Room	NMC Best Practices Discussion
	Coquina Room - 3rd Floor	NTC Account Discussion
	Sundial Room - 4th Floor	NTLF Account Discussion
3:00 pm - 3:15 pm	Sundial & Palm Room	Break
6:30 pm - 9:30 pm	Event Lawn	TRMG Associates present... TRMG After Dark!

After a full day, this is your chance to let loose a little! We'll have dinner and drinks covered. All you need to do is show up ready to relax, mingle, and enjoy!

Tuesday, October 20th

8:00 am - 9:00 am	Coastal Room	Breakfast with Associate Members
9:00 am - 10:15 am	Palm Room	**Leading From the Middle** with Paul H. Runko (Author and Advisor to the President & COO of Roadrunner)



SMILEYBALLS: The Field Book offers a fresh perspective on leadership by shining a light on the middle managers who connect vision with execution. This session explores how trust-building, recognition, and consistent leadership behaviors can improve morale, engagement, and customer outcomes. It also highlights practical approaches to developing people and identifying the often-overlooked signs of organizational health. TRMG members will leave with ideas for building a more human-centered, high-performing culture.

10:15 am - 10:30 am	Palm Room	Break
10:30 am - 11:30 am	Palm Room	**Dollars, Data & Direction** with Chris Kuehl, PhD (Armada Corporate Intelligence)

Join Chris for this session offering a fresh **snapshot of today's economic landscape**. We'll cover the numbers that matter, the trends worth watching, and what they may signal for the months ahead. A concise update with just the right mix of insight and energy!

12:00 pm - 3:30 pm	Meet in the Lobby	Optional Excursion: Dolphin Boat Tour | Lunch included!

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speaker lineup

LEADING FROM THE MIDDLE

Paul H. Runko (Author and Advisor to the President & COO of Roadrunner Freight)

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CHAMELEON CARRIERS: THE SHELL GAME HIDING ON OUR HIGHWAYS

Rob Carpenter (VP Compliance, Trucksafe Consulting, LLC and Journalist, Freightwaves)

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DOLLARS, DATA & DIRECTION

Chris Kuehl, PhD (Armada Corporate Intelligence)

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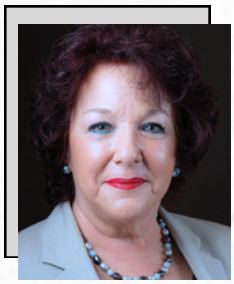
USING AI TO NAVIGATE A BANKRUPTCY CASE

Wanda Borges, Esq. (Borges & Associates LLC)



AI is everywhere right now but knowing how to use it well is the real challenge. Join Wanda as she explores **how AI can help you navigate the toughest parts of a bankruptcy case**: preparing and filing proofs of claim, reviewing and summarizing lengthy motions on critical vendors and other key matters, tracking and analyzing case progress, and building an effective strategy for your participation in the case.

DEVELOPING THE NEXT GENERATION OF CREDIT LEADERS

Jay Snyder, CCE, ICCE (Thunder Consulting Group)

How to prepare credit professionals for broader decisions and leadership responsibility. Discussion areas: Coaching judgment; building decision confidence; teaching cross functional influence; creating meaningful development opportunities.