



*MOVING BUSINESS FORWARD SINCE 1922*

## Monthly, News & Updates December 2023

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### Publisher's Memo



#### Cheers to 2023!

This year was the busiest ever here at The Forwarders List – it seems each year we squeeze more into the days we have! We attended 16 industry conferences and visited dozens of clients all over the US. We attended conferences held by the ACA, CCA of A, CLLA, FENCA, IACC, NCBA & RMAI (and others). If you would like more information about any of these associations or the conferences that they host, please let us know and we would be happy to help.

The general trend we are hearing from clients as we head into 2024 is that volume is up but collections are down, which is not a great combination. Hopefully things will pick up in terms of collectability in the coming months and thru the new year. Beyond collections, the post-COVID economy continues to seem uncertain and with the 2024 Presidential election looming, I think we're in for a bit of a roller coast year – at least emotionally! The best approach for all of us is to keep our heads down, push forward and look to grow our businesses one new client at a time.

For me personally, at home, it was also busier than ever. Our kids keep us moving, to say the least. Between Basketball, Cub Scouts, Dance, Football and a host of other activities, my wife and I feel like we are constantly on the go. All three of our children are doing well in the classroom and excelling in their pursuits outside of school. I'm particularly proud of our daughter, Summer, for being named a "Rocky Ambassador" in her school. Rocky is the school mascot and the program is awarded to about a dozen sixth graders who exemplify qualities like leadership, being helpful and having a positive attitude. It would seem that she is destined for great things!

We're extremely thankful for your continued trust in The Forwarders List to

help your business grow and succeed. Our client base and resources continue to grow and we're geared up for good things to come next year! From our family to yours, we are wishing you a very happy, safe and healthy holiday season!

--Gary

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## **December Quotes**

"Winter is not a season, it's a celebration."  
Anamika Mishra

"Cheers to a new year and another chance for us to get it right."  
Oprah Winfrey

## **Industry Calendar**

January 17 - 19, 2024

International Association of Commercial Collections - Annual Conference

Royal Palm, South Beach, Miami, FL

[www.commercialcollector.com/](http://www.commercialcollector.com/)

February , 2024

Receivables Management Association International - Annual Conference

Aria Hotel, Las Vegas, NV

<https://rmaintl.org/>

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