Tactics for Surviving the Current Trade Landscape

Moderator: Lisa Perez, Avalon Risk Management

Panelists:
Lalo Acosta, R.L. Jones
Jordan Zeldin , Avalon Risk Management

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TODAY'S SPEAKERS

Lisa Perez

Vice President, Western Region

Avalon Risk Management

Lalo Acosta

Vice President

R.L. Jones

Jordan Zeldin

Account Manager

Avalon Risk Management

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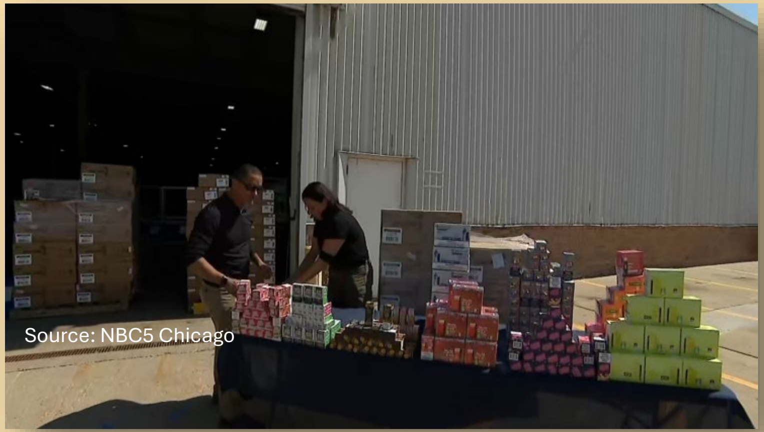
CBP SEIZED $856.5 MILLION WORTH OF E-CIGARETTES



- CBP collaborated with FDA to seize 4.7 million units of unauthorized e-cigarettes
- FDA contacted 37 importers and brokers. FDA advised brokers:
  - It is a federal crime to make false statements or entries into the U.S.
  - It is the broker's responsibility to ensure the products they import comply with U.S. requirements and contain complete/accurate info.
  - Requested a response within 30 days.

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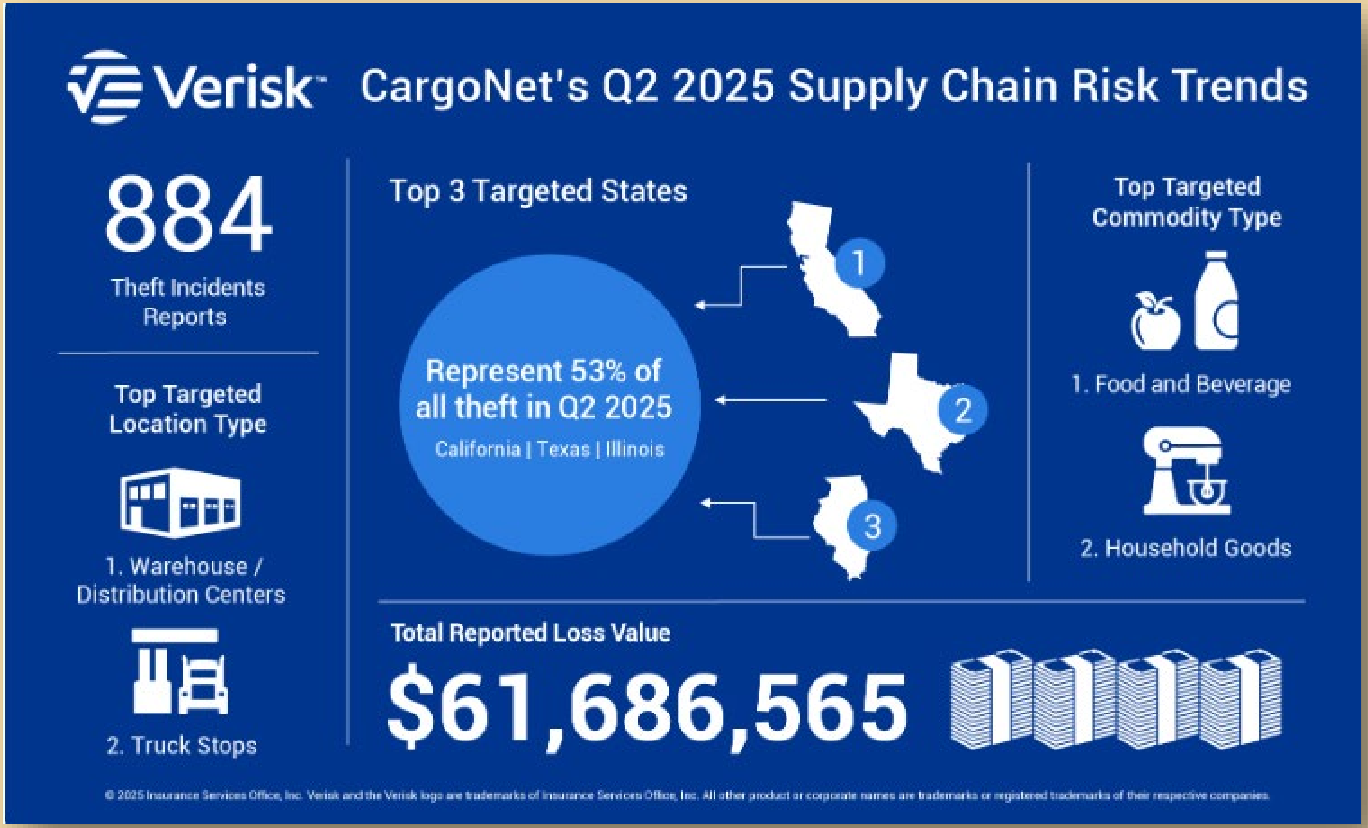
CARGO THEFT STATISTICS

- Q2 2025 saw a 13% increase in cargo theft in the U.S. and Canada compared to Q2 2024.
- Q2 2025 estimated total loss value exceeded **$128 million**.



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FRAUD STATISTICS

According to the TIA April 2025 State of Fraud in the Industry Report:

- 97% of surveyed respondents say truck freight is the most fraud-prone mode of transportation.
- **65% increase** in fraud reports between Sept. 2024 and Feb. 2025
- 34% of respondents cited **unlawful brokerage**—where criminals pose as legitimate brokers to steal loads or payments—as the top fraud tactic they face.
- 22% of respondents report **more than $200,000** lost due to fraud in past 6 months.

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CBP TRADE STATISTICS

Imports and Revenue Collection	FY 2025[1]	FY 2024
Total Import Value for Goods	$3.31 trillion	$3.36 trillion
Total Entry Summaries	43.1 million	38.3 million
Total Section 321 BOL's and Mail (de minimis)	945.3 million	1.36 billion
Total Duty, Taxes, and Fees Collected*	$195.9 billion	$88.07 billion

CBP data as of June 2025
Trade Statistics | U.S. Customs and Border Protection

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CBP TRADE STATISTICS

Trade Remedy[1] Enforcement	Imported Products	FY 2025	FY 2024
Section 201	Solar Products[2]	$434.25 million	$296.49 million
Section 232	Steel[3]	$4.83 billion	$1.22 billion
	Aluminum[4]	$2.96 billion	$388.98 million
	Automobiles[5]	$18.33 billion	-
	Automobile Parts[6]	$7.61 billion	-
	Copper[7]	$513.80 million	-
Section 301	China Products[8]	$35.05 billion	$38.19 billion
IEEPA	China and Hong Kong, all goods[9]	$28.92 billion	-
	Mexico, all goods[10]	$5.72 billion	-
	Canada, all goods[11]	$1.97 billion	-
	Reciprocal all countries, all goods[12]	$51.62 billion	-
	Brazil, all goods[13]	$293.92 million	-
	India, all goods[14]	$271.96 million	-
	Japan, all goods[15]	$198.82 million	-

CBP data as of September 2025
Trade Statistics | U.S. Customs and Border Protection

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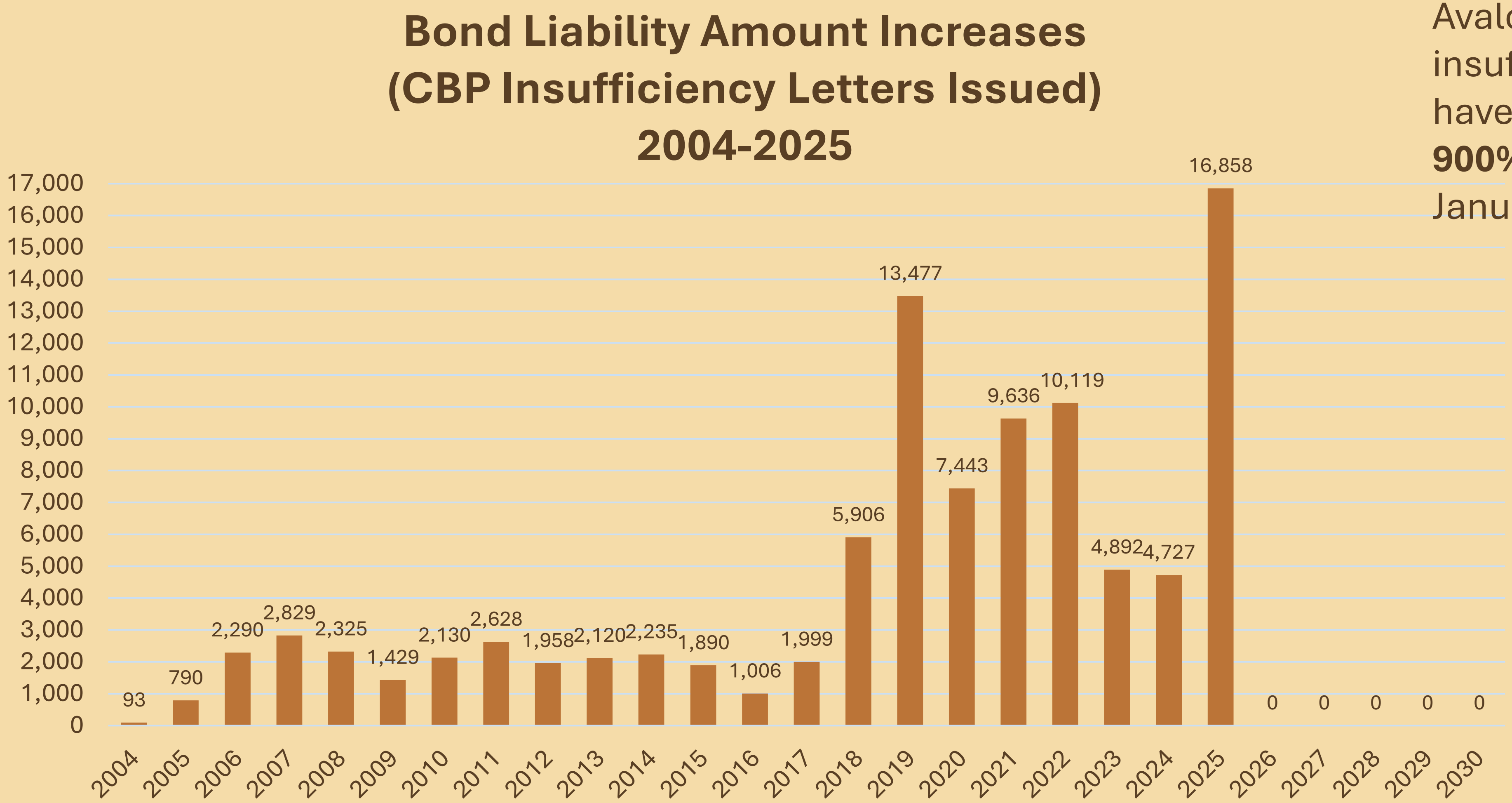
BOND INSUFFICIENCIES



CBP Data as of September 2025

Avalon insufficiencies have increased **900%** since January.

THANK YOU!

Lisa Perez

Vice President, Western Region

Avalon Risk Management

lpperez@avalonrisk.com

Lalo Acosta

Vice President

R.L. Jones

eacosta@rljones.com

Jordan Zeldin

Account Manager

Avalon Risk Management

jzeldin@avalonrisk.com

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