

# Bryan Keller

Chief Executive Officer





# Freight Fraud: The Silent Crisis Undermining the Trucking Industry

**Presented by Bryan Keller  
CEO Keller Logistics Group**

**Ohio Conference on Freight**



The way we  
define ourselves  
– our purpose,  
our vision, and  
our values  
defines how we  
respond to crisis  
in the industry.





Delivering for our People,  
Customers, & Community

## Our Purpose

To Enrich as many lives as possible by delivering for our People, Customers, & Community

## Our Vision

To be THE leader in service and safety as an agile logistics solutions provider.

Headquartered in Defiance, Ohio, Keller Logistics Group brings together four business units—trucking, brokerage, warehousing, and industrial properties—under one mission: to enrich as many lives as possible by delivering for our people, our customers, and our community. As a family-owned 3PL, we are committed to being the leader in safety and service.

### **KELLER TRUCKING**

450 drivers, 300 tractors, 1,200 trailers

### **KELLER WAREHOUSING & CO-PACKING**

6 million square feet, 11 states, 22 facilities

### **KELLER FREIGHT SOLUTIONS**

13,504 vetted partner carriers  
31,000+ loads moved per year

### **KELLER INDUSTRIAL PROPERTIES**

1,200,000SF Owned  
3,400,000SF Developed/in  
development





KELLER LOGISTICS GROUP  
**OUR VALUES**

**RESPONSIVE:** We react quickly and positively to any situation

**RESOURCEFUL:** We find unique solutions to our customers' problems

**RELIABLE:** We do what we say

**PEOPLE:** We go the extra mile for our people, so they go the extra mile for our customers

**LOGISTICS:** We provide operational excellence



# Impacting our People & Community



Keller Family Foundation

Keller Logistics Group  
Benevolence Fund

Keller C.H.E.E.R Program

Keller Charity Wrapped Trucks



Values alone aren't enough – especially when the threat is growing faster than ever.

\$63M  
Stolen in  
Q1 2025  
alone



## Setting the Stage

Freight fraud is a growing, coordinated, criminal assault on our industry.

Cargo theft has surged 600% in 2024 driven by organized, digital-first crime rings.

Cargo theft/fraud Incidents in North America 24'  
= 3,625

California, Texas, Illinois, Georgia & Florida have the highest rates of theft.

Strategic theft (double-brokering, identity theft, fraud) makes up 1/3 of all cargo fraud.

Impact beyond dollars:

Violent attacks on drivers during hijacking.

Brand damage, insurance costs, consumer price increases, and tarnished supply chains.

Total estimated  
economic impact  
\$455 Million.

Closer to \$1  
Billion due to  
under-reporting.



# The face of fraud has changed.

It's no longer about rogue drivers or sketchy pickups.

Today's criminal is highly organized, digitally enabled, and often invisible.

MC's being sold on the black market

Use of VOIP vs SIP technology to mask identity.

Legitimate drivers being re-routed by fraudulent calls & hacked emails.

AI is used for all manner of fraud.

**PUNISHMENT IS VIRTUALLY NON-EXISTENT.**

Prosecutions are rare. There's little deterrent, which means the threat will continue.

This is why you must use everything at your disposal to protect the freight.

## Freight Fraud Has Evolved



## Legislative Wins in 2025

### CORCA Combating Organized Retail Crime Act

Proposes a DHS-led Crime Coordination Center for retail & supply chain theft.

Enable prosecution, financial penalties, asset forfeiture and adds money-laundering clauses.

### Household Goods Shipping Consumer Protection Act

Gives power to the Federal Motor Carrier Safety Administration to penalize the criminals, including unauthorized brokers.

Policy takes time.  
Our customers  
couldn't wait –  
and neither did  
we.





# Built on Trust. Powered by Keller Secure

Long before legislation caught up, we were already building our defense – layer by layer.

Keller Secure is a fully integrated defense system designed to stop freight fraud before it starts.

It's not just freight we protect.

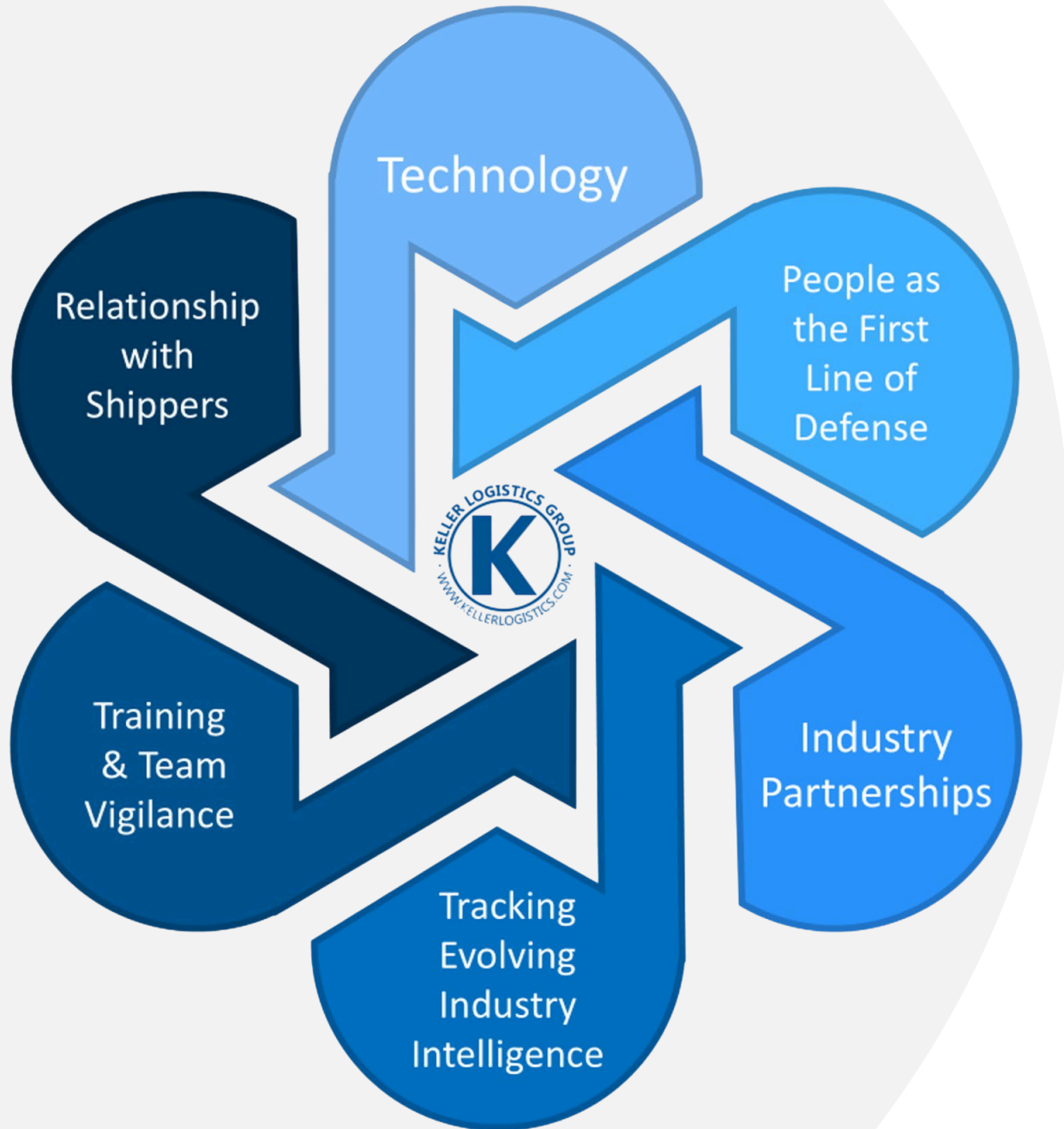
It's the people and relationships behind the freight.



# Our Culture shaped Keller Secure.

## Our Pillars power it.

Each pillar – people, training, technology, shipper relationships, industry partnerships & threat intelligence- works in unison to form Keller Secure.



# Technology, Training & People



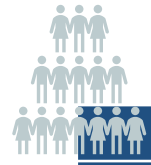
## Technology

- Fraud prevention tech stack
- 4Kites
- VerifiedCarrier
- CargoNet
- FMCSA
- TMS
- Highway
- GenLogs



## Training & Team Vigilance

- Trained to spot red flags before they become failures.
- Require pre-trip forms: driver name, CDL, tractor photo w/ DOT markings, VIN, year, make, model & color.
- Define Red Zone routing.
- Require 12 months of authority for high-value freight.



## People as the 1<sup>st</sup> Line of Defense

- Challenge assumptions.
- Always verify new emails/numbers, even for previously vetted carriers.
- Ask the questions.
- Be relentless in safety & service.



# Industry intelligence, Partnerships & Shipper Relationships



Tracking Evolving Industry Intelligence

- TCA
- CargoNet
- Overhaul
- Inbound Logistics
- Transport Topics
- FTR
- Freight Waves



Industry Partnerships

- TAPA
- Law enforcement
- Travelers Insurance
- Industry Best Practices Groups



Relationship with Shippers

- Co-developed Pre-Trip Form process to ensure mutual protection.
- Host post-incident debriefs to identify vulnerabilities.
- Conduct TAPA



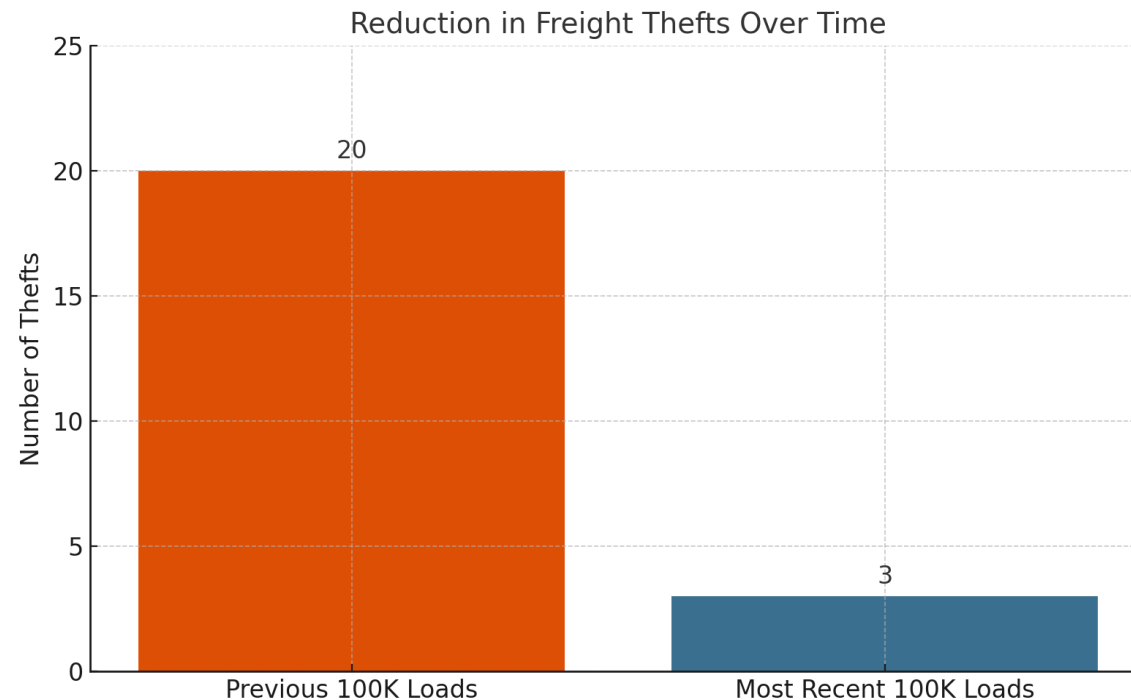
# Measurable Results

Our program works, and we have the numbers to prove it.

- In the previous 100,000 loads: 20 thefts
- In the most recent 100,000: 3 thefts

**That's an 85% reduction in freight theft.**

It's not about luck - it's about systematic diligence, strict adherence to standards, and a team that knows how to spot threats.





# Freight fraud is only getting worse.

At Keller, we've built a system—not just a reaction—to meet the evolving threat of freight fraud. While legislation and task forces are being developed, our Six Pillars of Keller Secure are already protecting freight, carriers, and customer relationships in real-time.





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