



2025

Year-end Insights Part II

Tuesday · November 18, 2025



Recap!

Last month's must-haves:

1. Collaborative resources
 2. Communication channels
- Lee Mersek of Global Resilience Advisory on Geopolitics & Intelligence
 - Chris Lundy of Rohlig Logistics on the perspective of a US Customs Broker

Industry Tools, Trade Information, and Resources

- The Daily Bugle newsletter
- Thompson Coburn
- Pete Mento, DSV on LinkedIn
- What's Going On With Shipping YouTube
- Braumiller Law
- Expeditors
- Simply Trade podcast
- ST&R Two Minutes in Trade podcast
- Flexport
- Noatum Logistics
- GHY Tariff Tracker
- Trade Compliance Resource Hub Tariff Tracker
- r/CustomsBroker on Reddit
- Customs Brokers on Discord
- ICPA Mailing List

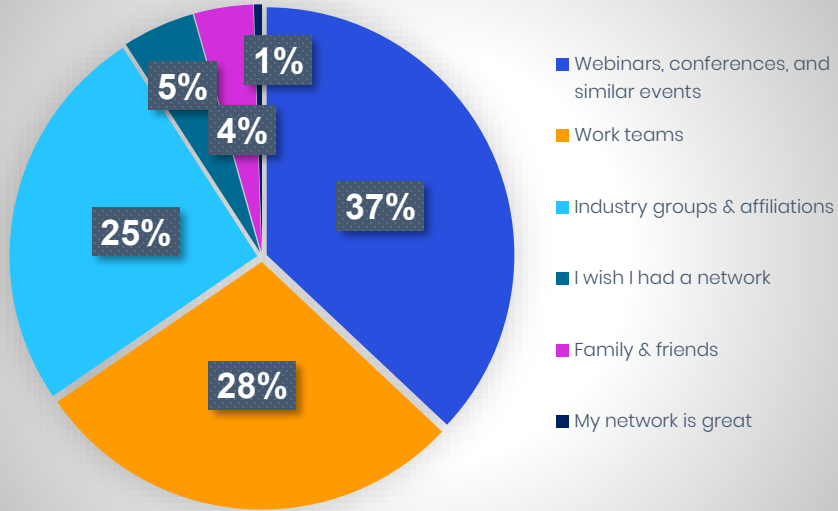


Feedback from last month

– “I have gotten more support and resources in this webinar than all year combined. Thank you all for dropping links and info on what you are doing and using.”

– “This webinar left us feeling BETTER, not worse!”

Networking Poll



Takeaways

262 responses:

- 37% for Webinars/conference
- 28% & 25% for Work Teams and Industry Groups
- 1% say “My network is great”

New Poll:

Which activities do you think will be most impactful for you in 2026??



elevate⁺

SUMMIT

For Women in International Trade

Last week, Star USA hosted (and sold out!!!) our first Elevate+ Summit for Women in International Trade in Cleveland, OH – we're planning another for Spring in Columbus, so stay tuned!

Thank you to everyone that attended, I've heard a lot of fantastic feedback from speakers and attendees.

And thank you again to the event sponsors:

- MTA Lines, Peak Sponsor
- International Wealth Partners
- Trade Compliance Recruiting Solutions
- West Forwarding



INTENTIONAL
WEALTH
PARTNERS



A yellow shipping container with a blue sky background. The container has a corrugated metal texture and a small metal latch visible on the left side.

Strategic Thinking

and Actions for Today's
Trade Environment

Know your goal.

2025 challenged the trade & compliance industry in many, many ways.

These are some of the things I've had to contend with this year –

- Keeping my head right
- Identifying the problem domain
- Bottlenecks & roadblocks
- Big knowledge gaps (mine & others)

Ideate

Curate a list of options – use whatever resources are out there, and don't worry about it being sloppy to start.

Combine

Look for mix & match opportunities; short-term steps to buy time for long-term solutions.

Implement

Roll out changes *as they become viable* – don't wait. Small, smart decisions every day.



Simplify

Consolidate and reduce your primary goals into simple, declarative statements. "Reduce tariff impact". "React to changes more quickly."

Evaluate

Systematically work your list of ideas to determine the impact & viability of pursuing them further. Pros & Cons lists, Resource requirements, Timelines, etc. Skip ahead to Implementation if they have high impact and low complexity.

Resource

Set aside the resources needed and let them cook.

All on you? Carve out time.
Have a team? Lay it out & work it.
Need external resources?
Communicate & coordinate.

Repeat

Ad infinitum.

Strategerificationism →

Tariff Impact

Minimizing the impact of tariffs on the business – Ideation

- ❖ Avoid & Reduce
- ❖ Pass-on or Share costs
- ❖ Defer & Delay
- ❖ Recovery



1. **Avoid & Reduce**
 - ☐ HS / Origin Engineering
 - ☐ Supply Chain Shift
 - ☐ Stockpiling
 - ☐ Valuation, FTAs, TIBs, or Ch. 98
 - ☐ Friend-, Near-, & Re-shoring
2. **Pass-on or Share Costs**
 - ☐ Suppliers and Customers
 - ☐ Tariffs in Ts & Cs
 - ☐ Surcharges & Periodic Adjustment
3. **Defer & Delay**
 - ☐ Bonded Warehouse & FTZs
 - ☐ Suspend Shipments, Change Routes
4. **Recovery**
 - ☐ Drawback
 - ☐ PSCs & Protests

Tariff Mitigation Strategies!

What's your experience so far – which of these have been useful for you?

1. HS or Origin Engineering
2. Supply Chain Shifts
3. Stockpiling
4. Valuation, FTAs, TIBs, Ch 98 or similar
5. Friend-, Near-, or Re-shoring
6. Reworking costs w/ Suppliers and/or Customers
7. Surcharges & Periodic Adjustments
8. Bonded Warehouses or FTZs
9. Suspending Shipments or Changing Routes
10. Drawback
11. PSCs or Protests
12. None of these have worked
13. I haven't had to deal with tariff mitigation

Poll Break!



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Recent & Upcoming



Next month:

Managing Trade Compliance – Up, Down, & Out

- Senior Leadership
- Teammates & Direct Reports
- Supply Chain & Foreign Partners

- ◇ Oct 14 – Sec. 232 on timber & lumber derivatives take effect
- ◇ Nov 1 – Sec. 232 on vehicles, parts & buses
- ◇ Nov 5 – Supreme Court heard oral arguments on IEEPA Tariffs, decision pending
- ◇ Nov 10 – Reduction/suspension of some CN tariffs
- ◇ Nov 13 – PTAAP Exclusions for some agriculture imports



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Thank you!



Upcoming Webinar Year-End Insights: How to Prepare for 2026

CE Code for Today's Webinar

1 LCB/CCS credit available from watching
the recording until 10/23/2026

