

# Drops for Stuff

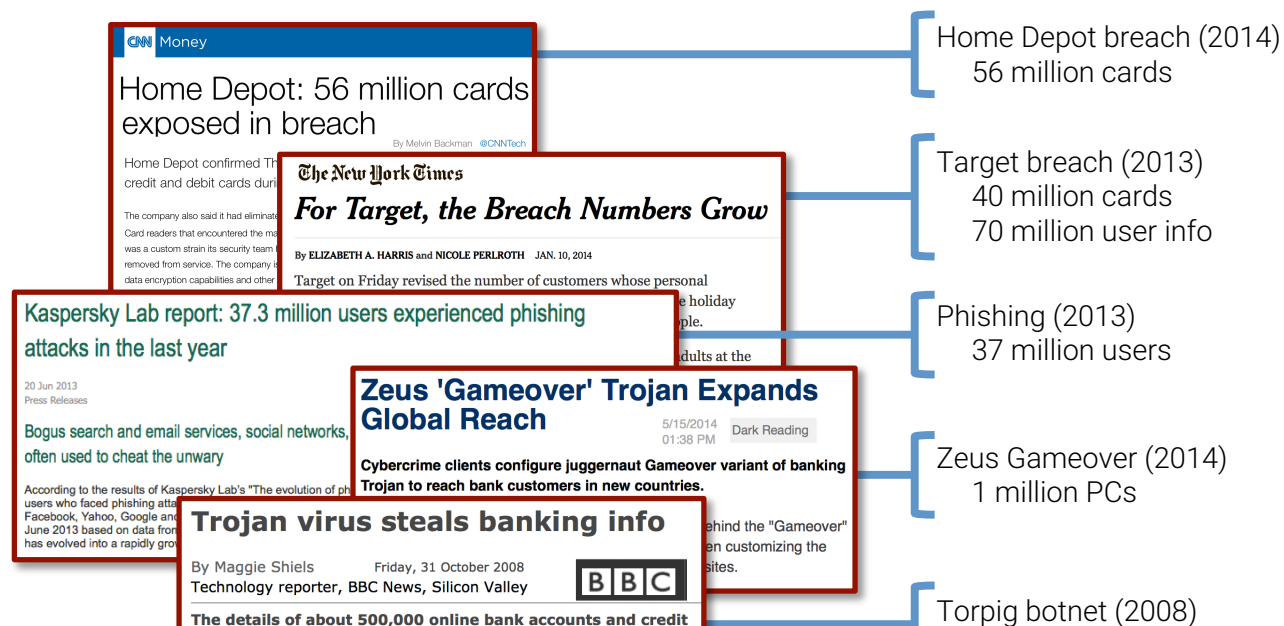
## An Analysis of Reshipping Mule Scams

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<http://www.cs.ucsb.edu/~vigna>

Lastline, Inc.  
<http://www.lastline.com>

# Prevalence of Data Breaches and Theft



Your Botnet is My Botnet: Analysis of a Botnet Takeover  
Stone-Gross, Cova, Cavallaro, Gilbert, Szydlowski, Kemmerer, Kruegel, Vigna  
ACM CCS, November 2009

## How to Monetize?

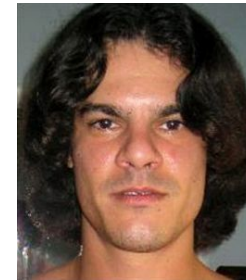


Photo of Albert Gonzalez by U.S.  
Secret Service

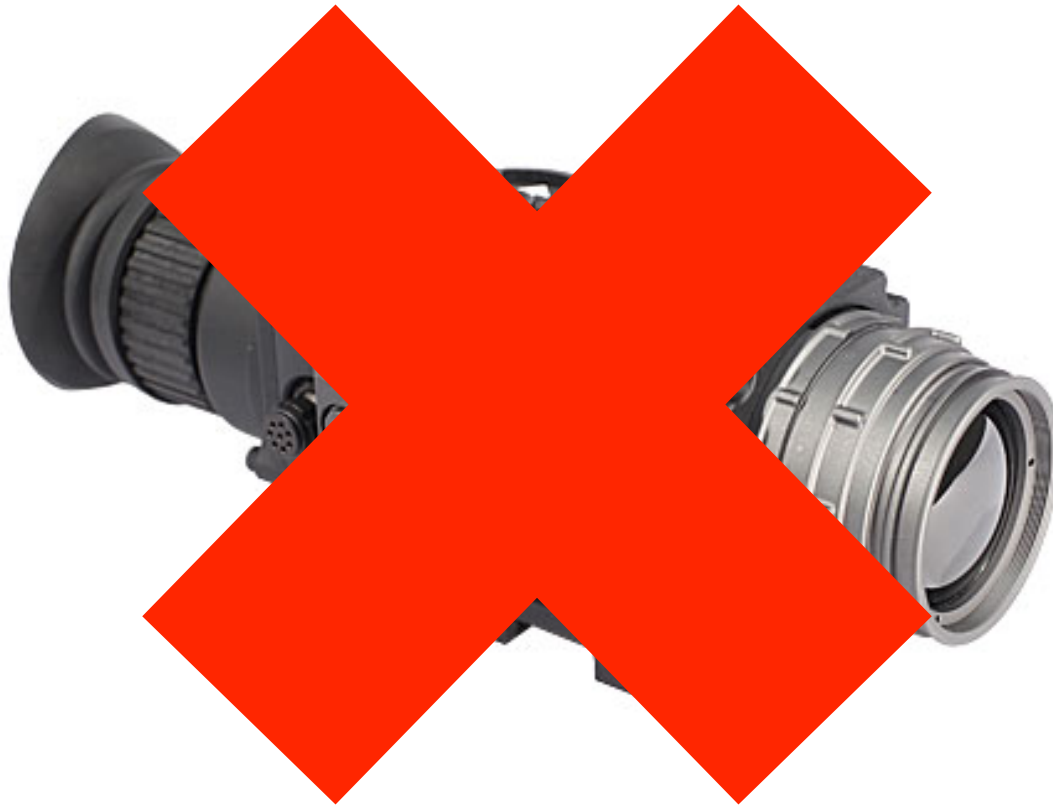
**Criminal penalty** 20 years federal  
prison

**Criminal status** serving sentence  
Source: Wikipedia

## How to Monetize?



## How to Monetize?



## Reshipping Scam

- Recruit mules to receive and reship packages to cybercriminals overseas

**INTERNET CRIME COMPLAINT CENTER'S (IC3)  
SCAM ALERTS  
MAY 10, 2011**



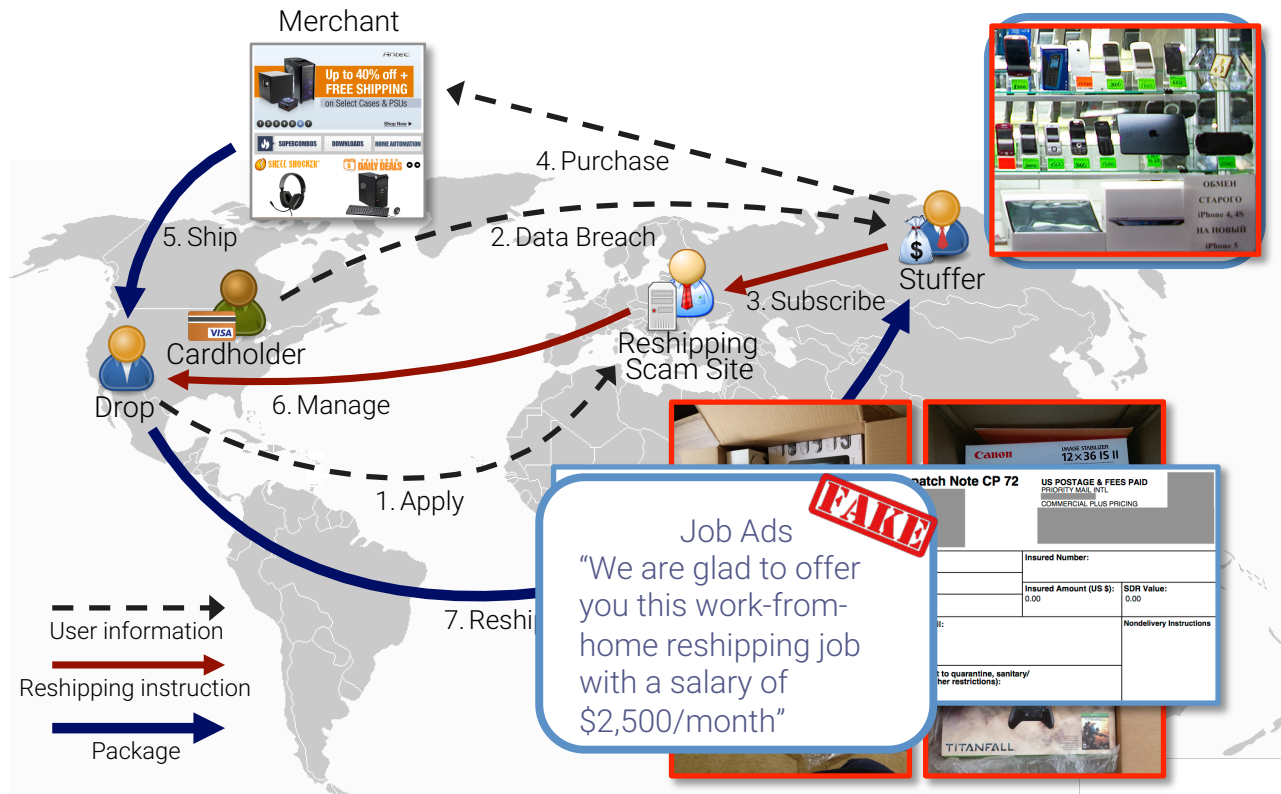
**JOB SCAM USED TO RESHIP MERCHANDISE TO RUSSIA**

## Our Work

- Analysis of log data from reshipping scams
- Characterization and measurement
  - **Operation**: business model, targeted products, label purchase
  - **Negative effect**: scam victims, financial loss
  - **Mule**: life cycle, geographical locations
- Intervention against reshipping scam services

## Scam

# Reshipping Scam Operation



## Data Summary

<b>Site</b>	<b>Time Period</b>	<b>Reshipping Logs</b>	<b>Prepaid Labels</b>	<b>Drop Records</b>
Site-A	11 months (2015)	1,960	846	88
Site-B	9 months (2014)	1,493	-----	43
Site-C	9 months (2015)	5,996	-----	106
Site-D	4 months (2014)	-----	613	-----
Site-E	12 months (2011)	-----	835	-----
Site-F	2 months (2011)	991	-----	-----
Site-G	1 month (2013)	-----	-----	54

## Operation Policies

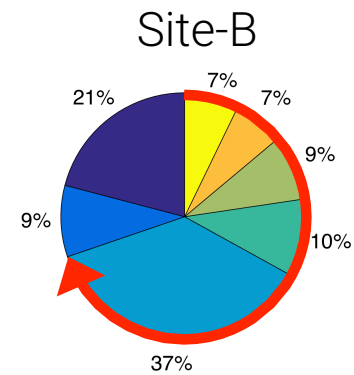
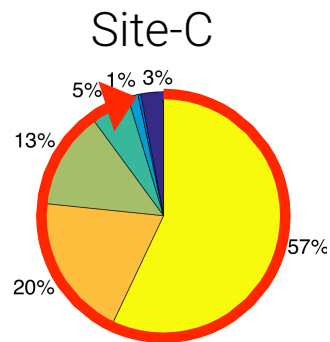
- How to split the illicit profit?
- What are the main targeted products?
- How to acquire prepaid shipping labels?

## Agreement and Profit Split

- Reshipping as a service
  - **Percentage cut:** up to 50% value (high-value products)
  - **Flat rate:** \$50-\$70 per package (lower-priced products)
- “Customer service” and compensation
  - Drop status (“active” or “problematic”)
  - 15% compensation for lost packages, or free shipping

# Products

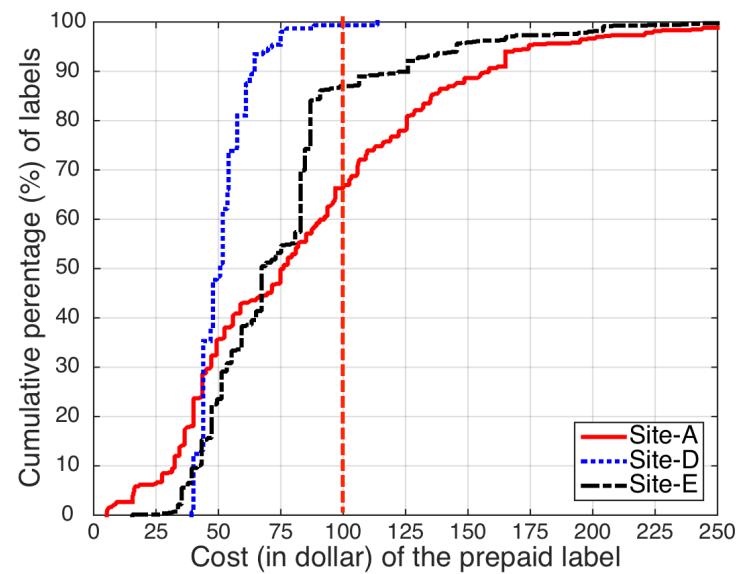
	Product Category	Median Price (Site-C)
Electronics	Apple Products	\$750
	Camera Related	\$500
	Computer related	\$1,030
	Other Electronics	\$550
	Fashion and Apparel	\$1,000
	Nutrition	\$1,050
	Miscellaneous	\$689



Above 70% of the products are electronics and luxury clothing

Operation

## Label Purchase



The “white labels” have relatively cheap prices, less than \$100 per package

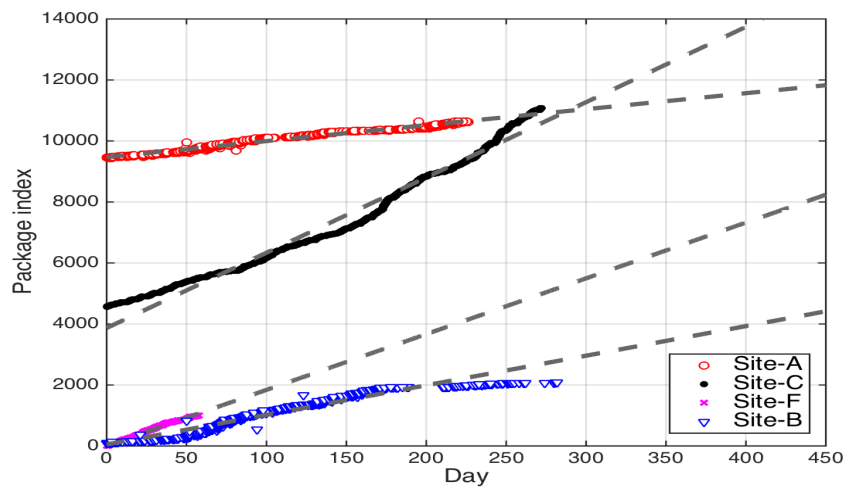
## Negative Effect



## Victims

- Main victims
  - **Merchant:** Liability to reimburse cardholders, loss of products, chargeback (up to \$100)
  - **Drop:** Fake job with no payment, identity fraud
- Other victims
  - Cardholder
  - Card issuer
  - Destination country

## From Package to Revenue



Estimated package number per year

Site-C 9,009

Site-F 6,673

Site-B 3,541

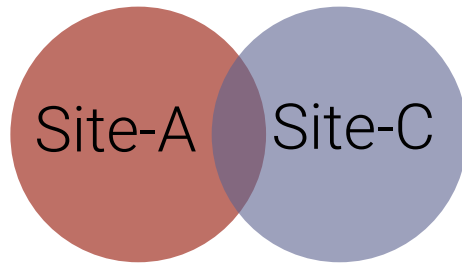
Site-A 1,911

Revenue = # packages x  
average product price

Site-specific revenue is up to \$7.3 million per year

## Overall Revenue Estimate

Entire population of cardholders  
in reshipping scams



Population estimate

$$= \frac{|A| \times |C|}{|A \cap C|}$$

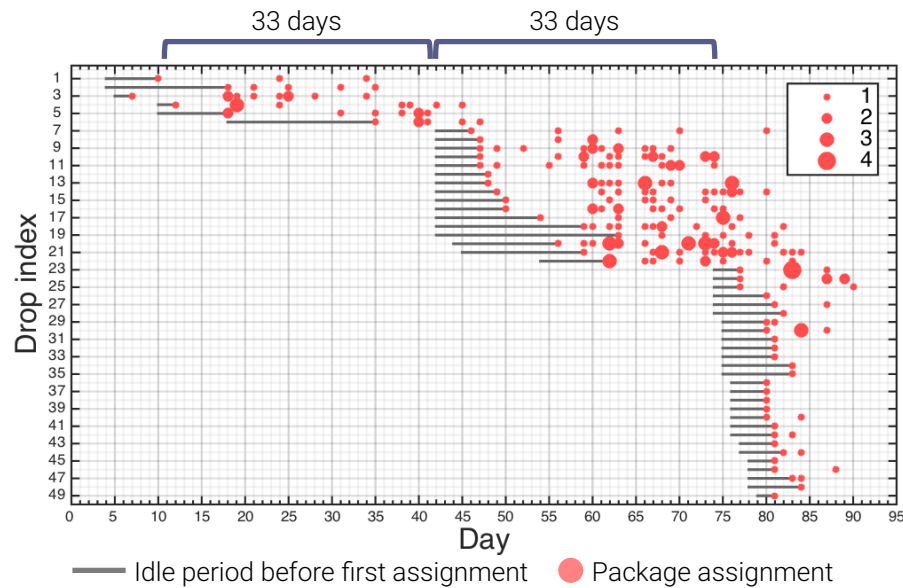
≈ 1.6 million  
victim cardholders  
per year

Overall estimated revenue is \$1.8 billion per year

## Drop Recruitment

- How long do drops remain active?
- Where are the drops?

# Life Cycle of Drops



I know the pay is only once a month so when will I receive my first check!?

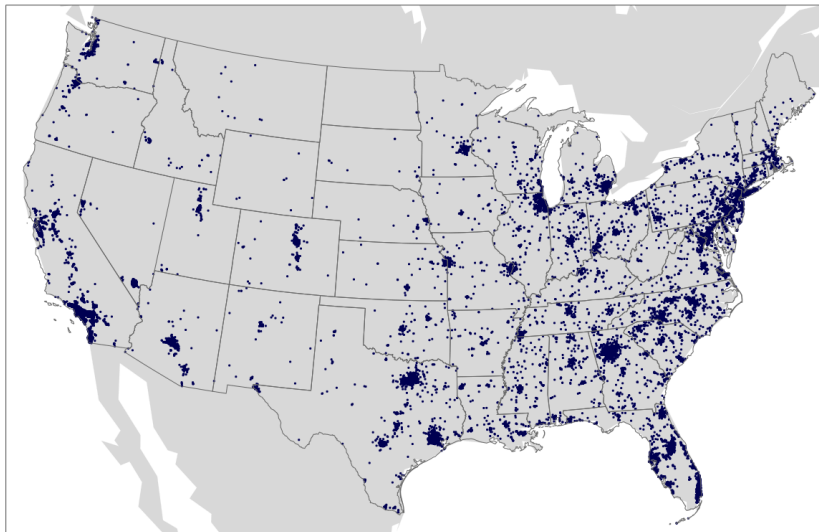
What time will I be paid!?

When will my check be deposited!?

Drops are abandoned without getting paid after about 30 days

## Drop

# Locations of Drops



	State	Drop likelihood	Diff to US 2014 US Annual Unemployment Rate
1	Georgia	0.01099%	▲ +1.0%
2	Nevada	0.01011%	▲ +1.6%
3	Delaware	0.00951%	▼ -0.5%
4	Florida	0.00919%	▲ +0.1%
5	Maryland	0.00868%	▼ -0.4%
6	North Carolina	0.00710%	▼ -0.1%
7	Mississippi	0.00674%	▲ +1.6%
8	Arizona	0.00667%	▲ +0.7%
9	Illinois	0.00608%	▲ +0.9%
10	Virginia	0.00599%	▼ -1.0%

Scammers target unemployed or underemployed groups to recruit drops

## Intervention

## Intervention Approaches

English
Customer Service
USPS Mail

Register / Sign In

Quick Tools

[Step a Package](#)
[Send Mail](#)
[Manage Your Mail](#)
[Shop](#)
[Business Solutions](#)

## Track & Confirm

[GET DOWD UPDATES](#)
[PRINT DETAILS](#)

YOUR LABEL NUMBER	SERVICE	STATUS OF YOUR ITEM	DATE & TIME	LOCATION	FEATURES
9505 1234 5678 9010	First Class Mail	Processed Through Sort Facility	July 19, 2013, 9:41 pm	SINGAPORE, SINGAPORE	Registered Mail™

Check on Another Item

**EXPRESS MAIL**  
UNITED STATES POSTAL SERVICE®

Customs Declaration

EC 720

<b>License Number(s)</b>  <b>Certificate Number(s)</b>  <b>Invoice Number</b>  <b>Importer's Telephone/Fax</b>	<b>From</b> US   RUSSIAN FEDERATION
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




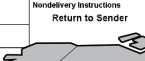
**Detailed Description of Contents**

LEGAL:
Privacy Policy
Terms of Use
FOIA
No FEAR Act EEO Code

ON USPS.COM
Government Services
Buy Supplies & Ship
Print a Label with Tracking
Customer Service
Delivering Solutions to the Last Mile
Site Index

ON ABOUT USPS
About Us
Newsroom
Bad Get
Forms & Centers

Copyright© 2013 USPS. All Rights Reserved.

 UNITED STATES POSTAGE ® 	<b>Customs Declaration Dispatch Note - CP 72</b>  <b>EC 720 432 503 US</b>	<b>US POSTAGE PAID</b> <b>\$59.29</b> 09/28/11 From: 08001 8 bn C025 024P000775060 Pitney Bowes											
From:  To:  <b>RUSSIAN FEDERATION</b>	License Number(s) Certificate Number(s) Invoice Number Importer's Telephone/Fax/E-mail Consignee (e.g., goods subject to quarantine, sanitary/hygienic/special inspection)	Nondelivery Instructions <b>Return to Sender</b>											
<b>Detailed Description of Contents</b> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 60%;">ELECTRONICS</th> <th style="width: 5%;">Qty.</th> <th style="width: 10%;">Weight (kg)</th> <th style="width: 10%;">Value (US\$)</th> <th style="width: 15%;">Description</th> </tr> </thead> <tbody> <tr> <td></td> <td style="text-align: center;">1</td> <td style="text-align: center;">8</td> <td style="text-align: center;">0</td> <td style="text-align: center;">\$98.00</td> </tr> </tbody> </table>		ELECTRONICS	Qty.	Weight (kg)	Value (US\$)	Description		1	8	0	\$98.00		
ELECTRONICS	Qty.	Weight (kg)	Value (US\$)	Description									
	1	8	0	\$98.00									
Contents: <input type="checkbox"/> Gift <input type="checkbox"/> Commercial sample <input type="checkbox"/> Merchandise <input checked="" type="checkbox"/> Other <input type="checkbox"/> Documents <input type="checkbox"/> Returned goods <input type="checkbox"/> Declaration ELECTRONICS		<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td>Total Wt.</td> <td>Total Value</td> <td>Postage and Fees</td> </tr> <tr> <td style="text-align: center;">8</td> <td style="text-align: center;">0</td> <td style="text-align: center;">\$59.29</td> </tr> <tr> <td colspan="3" style="text-align: center;">EEL - PFC</td> </tr> </table>		Total Wt.	Total Value	Postage and Fees	8	0	\$59.29	EEL - PFC			
Total Wt.	Total Value	Postage and Fees											
8	0	\$59.29											
EEL - PFC													
Sender's Customs Reference (if known) Addressee's Customs Reference - (Fiscal or VAT number of the addressee, if known) I certify that the particulars given in this customs declaration are correct and that this item does not contain any dangerous articles prohibited by legislation or by postal or customs regulations. Sender's signature _____ Date _____		Authorized for Release Date _____ Time _____ Employee Initials _____											



## Reshipping Destinations

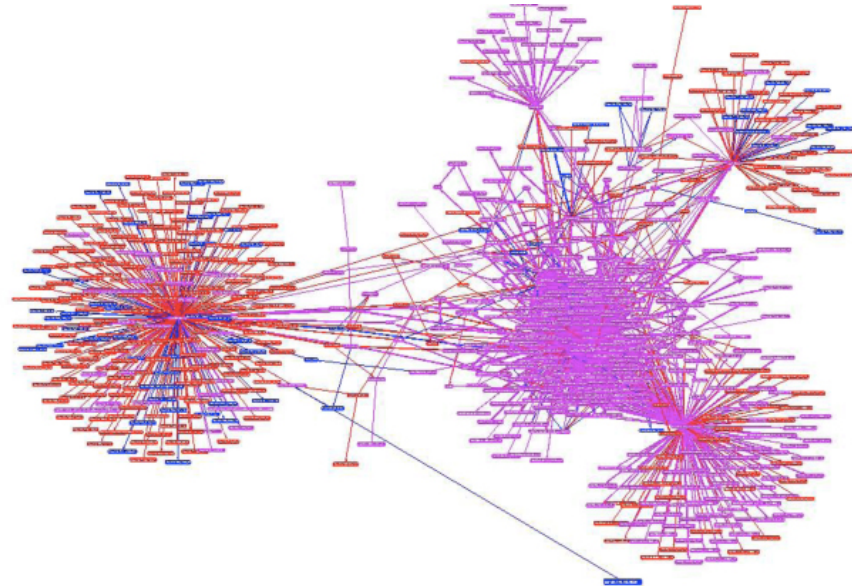
<i>Site</i>	<i>Destination</i>	<i>Label Percentage</i>
Site-A	Moscow area, Russia*	85.89%
	Claymont, DE, US	6.08%
	Dover, DE, US	2.43%
Site-D	Kiev, Ukraine	10.11%
	Nikolaev, Ukraine	0.49%
	Moscow, Russia	91.14%
Site-E	Krasnodar, Russia	4.36%
	Stavropol, Russia	1.45%

At least 85% packages are shipped to Moscow and its suburbs

\* Including Moscow, Balashina, and Zheleznodorozhnyj

## Conclusion

# Conclusions



## Authors

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Gianluca Stringhini<sup>3</sup> Manuel Egele<sup>4</sup> Michael Eubanks<sup>5</sup>  
Brian Krebs<sup>6</sup> Giovanni Vigna<sup>1,7</sup>

<sup>1</sup>UC Santa Barbara   <sup>2</sup>Stony Brook University   <sup>3</sup>University College London  
<sup>4</sup>Boston University   <sup>5</sup>Federal Bureau of Investigation  
<sup>6</sup>KrebsOnSecurity.com   <sup>7</sup>Lastline Inc.



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Backup

# Backup

## Targeted Stores

<b>Rank</b>	<b>Store (.com)</b>	<b>Pct.</b>	<b>Rank</b>	<b>Store (.com)</b>	<b>Pct.</b>
1	shop	26.23%	11	t-mobile	1.60%
2	verizon	14.86%	12	amazon	1.35%
3	att	13.20%	13	groupon	1.27%
4	gopro	6.18%	14	abt	0.90%
5	newegg	4.52%	15	hp	0.88%
6	sprint	3.78%	16	lenovo	0.75%
7	ebay	3.60%	17	academy	0.70%
8	apple	3.47%	18	tigerdirect	0.67%
9	bestbuy	2.78%	19	macmall	0.48%
10	walmart	1.98%	20	staples	0.43%