American Chain Spotlight

August 2026

AMERICAN CHAIN OF WAREHOUSES • LINKING YOU TO YOUR MARKETS
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WELCOME TO AUGUST

Dear Members,

Welcome August. July was a great month for the team at ACWI. Our Technology and AI Consultant Bailey Simrell got married, our publisher of the Spotlight, Rosemarie Allen got married, and my daughter Mariana got married.

On August 4, we had our quarterly members call where we outlined our year to date progress and our plans for the rest of the year.

With the addition of Jose Larenas and his AI technology we are delivering more business opportunities and leads to our members. Zach is continuing with his mailing campaigns to targeted clients. I am continuing my networking efforts gaining opportunities from Logistics companies and real estate agents.

These efforts are also helping us to add new members when we present them an opportunity for a location where we don’t have a member, they join ACWI .

We expect a busy rest of the year and appreciate everyone’s support. We are planning some member Podcasts and will be reaching out soon. Please don’t hesitate to reach out if you need anything.

Best regards,
Chris

BUILDING STRONGER SIBLING PARTNERSHIPS THROUGH SUCCESSION

Successful family business succession requires more than transferring ownership—it requires siblings to align on how they will work together. Clear conversations around roles and decision-making, leadership, and ownership can help establish expectations, reduce conflict, and create a stronger foundation for the next generation of the family enterprise.

Source:
Three Key Conversations for Sibling Partnerships to Succeed in Succession

VOLATILITY BECOMES THE NEW REALITY FOR SUPPLY CHAINS

Ongoing disruption is reshaping how companies approach supply chain strategy, making adaptability and resilience essential rather than optional. As economic uncertainty, labor shortages, shifting trade flows, and energy costs continue to create challenges, organizations are investing in AI, predictive analytics, automation, and greater end-to-end visibility. The focus is shifting from simply recovering from disruption to building supply chains designed to continuously adapt.

Source:
State of Logistics: Volatility is Becoming the New Operating Reality

BEYOND STRUCTURE: BUILDING STRONGER SIBLING PARTNERSHIPS

Successful sibling partnerships in family businesses depend on more than choosing the right leadership or ownership structure. Long-term success comes from setting clear expectations, maintaining open communication, and developing strong decision-making habits together. When siblings intentionally build these skills, they can navigate leadership transitions while protecting both the business and their family relationships.

Source:
Beyond Structure: Making Sibling Partnerships Work with Clarity and Communication

FREIGHT BROKERS FACE A NEW ERA OF LIABILITY AND RISK

Freight brokers and logistics providers are facing increased legal and financial exposure as carrier-selection practices come under greater scrutiny. With nuclear verdicts and litigation risks rising, documented carrier vetting, continuous monitoring, strong insurance practices, and consistent risk-management processes are becoming increasingly important. The focus is shifting from simply meeting compliance requirements to being able to demonstrate and defend how transportation partners are selected.

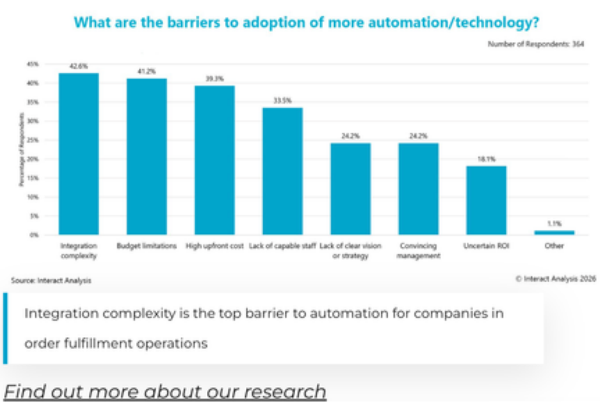
Source:
Broker Liability, Nuclear Verdicts & The New Freight Risk Reality

THE GROWING ROLE OF SUPPLY CHAIN OPERATING NETWORKS

As supply chains become more connected and dependent on external partners, Supply Chain Operating Networks are becoming increasingly important for collaboration and execution. New research shows that connectivity alone is no longer enough—data quality, interoperability, onboarding, network participation, and AI capabilities are key factors in determining long-term value and performance.

Source:
The 2026 State of Supply Chain Operating Networks: Why We Conducted This Research

WAREHOUSE PACKAGING AUTOMATION SHIFTS TOWARD SEAMLESS INTEGRATION



As automated packaging becomes a larger part of warehouse operations, the focus is shifting from machine performance alone to how easily new technology integrates with existing systems. Modular designs, plug-and-play deployment, and compatibility with broader warehouse workflows are becoming key priorities, especially as integration complexity remains a major barrier to automation adoption.

Source:
Automated Packaging in Warehousing Shifts to Ease of Integration

BUILDING E-COMMERCE RESILIENCE IN A VOLATILE WORLD

Global shipping disruptions, rising costs, and unpredictable delivery times are forcing e-commerce businesses to rethink how they manage fulfillment. Building resilience means understanding true landed costs, diversifying carrier options, improving inventory visibility, and communicating proactively with customers. Companies that build flexibility across their operations will be better positioned to adapt quickly as market conditions change.

Source:
Under Pressure: The E-Commerce Playbook for a Volatile World

ROBOTICS TAKE ON WAREHOUSING'S TOUGHEST TASKS

As warehouses face growing labor challenges, companies are turning to robotics to handle some of the most physically demanding and difficult-to-staff jobs. Major logistics players are expanding automation for tasks like trailer loading, picking, and order consolidation, helping improve speed, reliability, and worker safety. With warehouse automation projected to grow significantly in the coming years, purpose-built robotics are becoming an increasingly important part of logistics operations.

Source:
Robots Take On Warehousing's Hardest Jobs

BIG AND BULKY LAST-MILE MARKET POISED FOR CONTINUED GROWTH

The U.S. third-party logistics market for big and bulky last-mile deliveries is projected to reach $12.3 billion by 2027, even as the pace of growth begins to moderate. Demand for specialized delivery of furniture, appliances, and other oversized goods continues to support the sector, highlighting the ongoing importance of efficient final-mile capabilities and value-added services for 3PL providers.

Source:
U.S. 3PL Big and Bulky Last-Mile Market to Reach $12.3 Billion by 2027 Despite Softer Growth

SPOTLIGHT MEMBER

Our Member Valley Distributing & Storage located in the heart of the Northeast was founded by John Passan in 1954. The company is owned and lead today by Carol Keup President and Kyle Dickerson heads up the sales.

Providing end to end supply chain services including public & contract warehousing, order fulfillment and nationwide transportation management. Operating a rail served campus of millions of square feet food grade, FDA registered, customs bonded space serving various industries including consumer packaged goods, health and beauty and forest products.

Core Services:

- **Warehousing & Fulfillment:** Offer flexible space, lot control, shelf-life monitoring, and First-In, First- Out (FIFO) inventory systems.
- **Value-Added Packaging:** Provides contract packaging, bundle wrapping for club stores, variety pack building, and floor-ready displays
- **Transportation Management:** Operates an asset-based truckload fleet called **CDS Transportation** for Mid-Atlantic and Northeast regional freight, alongside a national freight brokerage service
- **Specialized Facilities:** Infrastructure features rail-served access, comprehensive sprinkler coverage, and customs-bonded warehousing.