

American Chain Spotlight

October
2026



OCTOBER SPOTLIGHT

Members,

As we are getting close to the end of the year we are continuing to see growth and more opportunities than the first half of the year. I appreciate the work the team is putting in to make this happen.

This month, we are beginning a Member Podcast to promote our members and your services in the social media platform. Jeremy Van Puffelen, President, of Prism Logistics had suggested it on our last quarterly members call and we be our inaugural member. We will be contacting the members for your participation for upcoming podcasts.

We also are able to promote any new services you may have or a new building opening, as we have recently did for our Atlanta Member, Corporate Storage.

I am also happy to report that Jose Larenas our Strategy and Operations lead has partnered with his old college Penn State, and he will be working with marketing major students from the marketing department to assist us in our marketing efforts to get ACWI more coverage and recognized .

Our next Members Quarterly Conference Call will be Tuesday November 3, 2026 at 4pm Eastern Time.

Thank you for your continued support and we are working to generate more opportunities for all of our members.

Best Regards,
Chris

Members Call

**November 3rd
4pm EST**



U.S. HOLIDAY SALES EXPECTED TO TOP \$1 TRILLION

U.S. holiday retail sales are forecast to grow 4.5% in 2026, surpassing \$1 trillion for the first time. Online sales are expected to grow 9% and drive about 60% of overall growth, while inflation will account for more than half of the increase in spending.

Source: [Bain & Company](#)

- US retail sales to grow 4.5% YoY in crucial holiday shopping season in November-December
- Online shopping to accelerate further with nonstore sales expected to grow 9% YoY, driving ~ 60% of nominal sales growth; in-store sales growth to be similar to last year
- Retailers face headwinds as shoppers' budgets remain under pressure due to inflation and stalled wage growth. Inflation will account for more than half of the nominal rise in sales

GLOBAL CONTAINER VOLUMES HIT RECORD HIGH

Global container volumes reached a record 17.3 million TEUs in July 2026, up 4.5% year over year despite geopolitical and operational disruptions. Freight rates also climbed sharply, while strong growth from Asia, Europe, and Sub-Saharan Africa highlighted continued resilience in global trade.

Source: [FreightWaves](#)



LEADING A FAMILY BUSINESS MEANS "WEARING THE RIGHT HAT"

Family business leaders often juggle roles as relatives, owners, board members, and managers. Clear boundaries between these roles help prevent confusion, protect employee trust, and improve decision-making while preserving family relationships.

Source: [The Family Business Consulting Group](#)

The Four Hats of a Family Enterprise

While every family enterprise is different, four separate roles, or "hats," are typically present, each serving an important but distinct purpose.

The Family Hat fosters connection, belonging, shared history, and legacy, providing the space where families nurture relationships, reinforce values, communicate, educate, [prepare rising generations](#), and make room for the family to remain a family. As important as that role is, being a member of the family does not, by itself, confer authority to make decisions about the business.

The Owner Hat carries a different responsibility, requiring owners to consider what they want from the enterprise over the long term and to establish expectations around vision and values, [growth, risk, profitability, and liquidity](#). Owners also elect the board of directors who oversee the enterprise on their behalf.

The Board Hat is one of stewardship and oversight. Directors are responsible for protecting the long-term health and value of the enterprise by approving strategy and major decisions, overseeing risk, selecting and evaluating the CEO, and holding management accountable for performance. A key nuance in this role is remaining focused on governing the business without stepping into management's responsibility for day-to-day operations.

The Management Hat carries responsibility for running the business, with the CEO and leadership team executing strategy, leading employees, allocating resources, and delivering results. Their authority comes from their organizational roles, rather than from family status or ownership.

SUPPLY CHAIN DISRUPTIONS COULD RAISE CONSUMER PRICES

Ongoing supply chain disruptions are expected to hit consumers through higher prices, fewer product choices, and longer wait times. About 36% of U.S. businesses plan to raise prices, while many are building inventory buffers, nearshoring, and finding new suppliers to reduce future risks.

Source: [DC Velocity](#)

DRIVER SAFETY SHIFTS TOWARD PREDICTING RISK PATTERNS

New research from Samsara shows that the riskiest 10% of drivers account for nearly half of fleet crashes. Combining behaviors like distracted driving, harsh braking, and nighttime driving significantly increases accident risk. AI-powered safety tools can help fleets identify these patterns early and prioritize coaching to prevent crashes.

Source: Commercial Carrier Journal (CCJ)



TRANSPORTATION & WAREHOUSING EMPLOYMENT REVISED HIGHER

Gartner

Published: September 18, 2026
Beyond Supply Chain

Navigating the Supply Chain AI Fog

By Stan Aronow

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As AI adoption accelerates, supply chain leaders are being pushed to balance productivity gains with trust, governance, and human oversight. Gartner recommends defining a clear purpose for AI, testing AI-driven decisions against existing methods, and keeping people involved in complex decisions where judgment and relationships remain critical.

Source: [Gartner](#)

AI WON'T FIX BROKEN WAREHOUSE PROCESSES

AI can improve warehouse operations through predictive maintenance, smarter slotting, labor allocation, and order prioritization. But if a warehouse has poor layouts, inefficient workflows, or bad data, AI can simply make those problems happen faster. Companies should fix their core processes and train their people before investing heavily in AI and automation.



Source: [Tompkins Ventures](#)

WEBINAR

STAYING AHEAD OF CARGO THEFT: BUILDING A MORE SECURE SUPPLY CHAIN

Cargo theft is becoming more sophisticated, with criminals using identity fraud, strategic deception, and coordinated theft rings to target shipments. This webinar will explore how companies can reduce risk through stronger operational practices, real-time visibility, and strategies for both preventing theft and responding when incidents occur.

[REGISTER HERE](#)

Webinar: October 27, 2026 at 11:00 AM ET

U.S. CARGO THEFT REMAINS A MAJOR THREAT



Overhaul recorded 605 U.S. cargo theft incidents in Q2 2026, up 5% from the previous quarter. Theft remains concentrated around major freight hubs, with California accounting for 34% of incidents and electronics the most targeted commodity, highlighting the continued need for stronger shipment monitoring and security.

Source: [Overhaul – U.S. Q2 2026 Cargo Theft Report](#)

MEMBER SPOTLIGHT

Led by Paul Delp and his team, Lansdale Warehouse operates more than 500,000 square feet across five Southeastern Pennsylvania facilities, including two rail-served locations. The company combines specialized material-handling capabilities, RF technology, fulfillment services, and a transportation division serving the Northeast with GPS tracking and routing. Lansdale also remains actively involved with leading industry organizations and educational institutions.

