

Chad Rosenberg acquires American Global Logistics

Company specializes in furniture shipments

Tom Russell-- Furniture Today, June 12, 2009

ATLANTA - Logistics industry veteran Chad Rosenberg has purchased an Atlanta-based American Global Logistics, which specializes in furniture shipments from Asia to the United States. Rosenberg is best known for starting Global Link Logistics in 1997. In June 2006, he and another owner sold their stakes in the company to Golden Gate Logistics of Palo Alto, Calif. Rosenberg said he had a three-year non-compete agreement, and acquired American Global this month after it expired. He purchased it from Otto Valdes, the former CEO, who is staying on with the company to focus on business development in Latin America. Rosenberg, who is now CEO, did not reveal the purchase price. He did say he expects the company, which was formed in October 2007 and offers a variety of logistics services including container handling and multi-vendor consolidation, will have revenues of between \$40 million and \$50 million this year, with 95% of the business done within the furniture industry. "The furniture side of it is what I like," he said. "Even though I am in the logistics business, I feel like I am in the furniture business." Despite the industry slowdown - U.S. furniture imports were down 6% in 2008 and were off in double digits in the first quarter - Rosenberg said he believes the company's service-oriented business model will help it succeed. He is also setting up a profit-sharing plan he believes will give his 20 employees more incentive to offer better service. Some employees came from Global Link to start American Global in 2007, he said. "These are the best of the best that I've worked with over the last 16 years, and I know we will be able to provide the highest level of service in the industry for many years to come," he said. AGL has promoted Jim Briles from vice president of operations to chief operating officer and Mark Kwan to vice president of operations. The company has offices in both Atlanta and Martinsville, Va.