

223% More Orders, Zero Disruption: How Bluegrass Supply Chain Turned a Customer's Merger Into an All-Time Peak.

When an existing customer acquired a second company, Bluegrass merged both operations in 30 days and hit an all-time volume record within two months

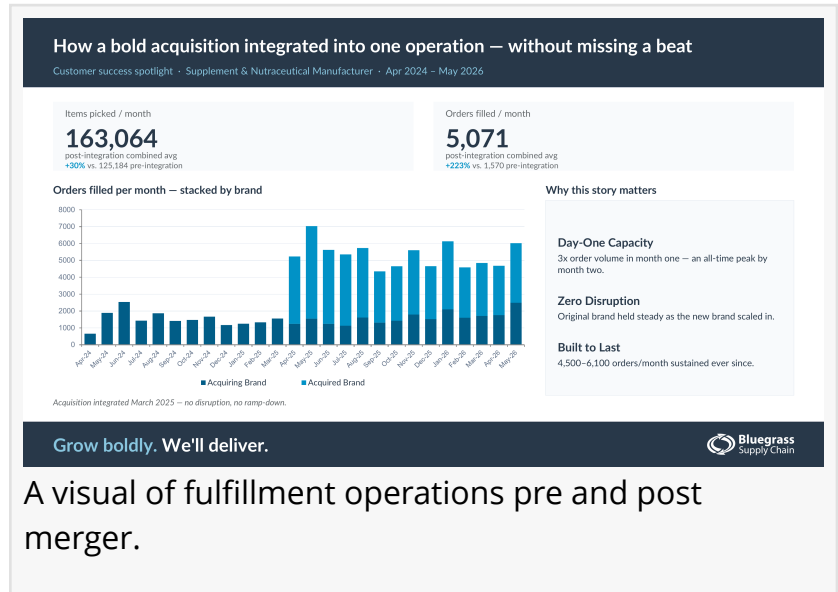
BOWLING GREEN, KY, UNITED STATES, August 11, 2026 /EINPresswire.com/ -- Acquisitions are supposed to slow a fulfillment operation down. Bluegrass Supply Chain Services didn't let that happen, and [16 months of data](#) now backs it up.

When a Bluegrass client in the supplement and nutraceutical space acquired a second brand, the two businesses couldn't have looked more different on paper: one ran high-volume bulk picks, the other was a small-parcel, direct-to-consumer operation with a completely different pick path and shipping mix. Bluegrass merged both into a single fulfillment operation within 30 days of the acquisition going live. In its first full month post-integration, the operation shipped roughly 3x the volume of the prior month. By month two, the account had already hit an all-time order peak.

Sixteen months later, the numbers aren't a one-time spike. They're the new baseline for the account:

- 163,064 items picked per month, up 30% from pre-integration.
- 5,071 orders filled per month, up 223% from pre-integration.
- 215,527 items picked in a single month (May 2026): a new all-time high for the account.
- Zero drop-off since integration: monthly order volume has held steady every month post-peak, with no plateau.

Just as notable: the original brand's order volume never dipped during the acquisition. Growth for one side of the business didn't come at the other's expense.



A visual of fulfillment operations pre and post merger.

Bluegrass credits the outcome to three operational decisions made before the acquisition ever landed:

- A lineup built for flexibility: the same team flexed labor across two distinct pick paths within a single shift, rather than needing a separate crew trained from scratch.
- Capacity planned ahead of demand: the facility was sized against a growth curve, not a snapshot, so the integration didn't require a last-minute redesign.
- No transition period: both brands went live on the same lineup, with the same team, from day one.

"We don't manage complexity. We've mastered it. That's the difference between a warehouse and a partner that grows with you." – Hilarie Spalding, VP of Business Development

Read the full case study: <https://www.bsc3pl.com/news/from-acquisition-to-all-time-peak-how-bluegrass-kept-one-customer-growing-through-a-merger>

About Bluegrass Supply Chain

Founded in 2002 and headquartered in Bowling Green, Kentucky, Bluegrass Supply Chain Services is a full-service 3PL provider specializing in warehousing and fulfillment, transportation management, and technology-driven supply chain solutions for manufacturers, distributors, and retailers across North America. Bluegrass Supply Chain operates 13 facilities across Kentucky, Ohio, Indiana, Georgia, Tennessee, and Alabama, serving clients in, but not limited to, food and beverage, consumer goods, automotive, light sub-assembly, and nutraceuticals.

solutions@bsc3pl.com | 270-282-0011 | www.bsc3pl.com

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Logan Locke
Bluegrass Supply Chain
[email us here](#)

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