

Company: Launch Fulfillment, Springville, UT

Company Description: Launch Fulfillment offers premium, technology-forward 3PL services. As an award-winning 3PL, we want to transform the 3PL space through sincere partnerships, prioritizing people before products. We build e-commerce brands through specialty logistics services with locations in Utah, Kentucky, and recent international expansion into the UK.

Nomination Category: Company / Organization Categories

Nomination Sub Category: Fastest-Growing Company of the Year - in Canada and the U.S.A.

Nomination Title: Launch Fulfillment's 1465% Growth with More on the Way!

1. Which will you submit for your nomination in this category, a video of up to five (5) minutes in length about the achievements of the nominated organization since 1 January 2023, OR written answers to the questions for this category? (Choose one):

Written answers to the questions

2. If you are submitting a video of up to five (5) minutes in length, provide the URL of the nominated video here, OR attach it to your entry via the "Add Attachments, Videos, or Links to This Entry" link above, through which you may also upload a copy of your video.

3. If you are providing written answers for your submission, you must provide an answer to this first question: Briefly describe the nominated organization: its history and past performance (up to 200 words):

Total 182 words used.

Launch Fulfillment: A Force to Be Reckoned with in E-Commerce Logistics

Launch Fulfillment is a premium third-party logistics (3PL) provider founded in 2019 that specializes in supplement and beauty brand fulfillment.

Remarkable Growth & Achievement

- o **Quantified Growth Pattern:** From \$950,000 revenue in 2020 to \$14+ million in 2023—representing 1465% growth over three years, with consistent year-over-year increases
- o **Industry Context:** Outpacing the 3PL sector's average growth of 8-12% annually by more than 100x
- o **Client Impact:** Enabling over 150 e-commerce brands to achieve 2-day shipping capabilities nationwide

Strategic Infrastructure & Innovation

- o **Operational Footprint:** 100,000 sq ft in Utah, 70,000 sq ft in Kentucky, with recent 140,000 sq ft UK bonded warehouse directly benefiting clients with international aspirations
- o **Client-Centric Innovation:** Proprietary RocketFuel Recharge software measurably reduces client shipping costs by 18-25% while improving delivery speeds by 22%
- o **Technology Integration:** Cloud-based inventory management with AI-powered Flymingo system produces 99.998% accuracy rates, directly enhancing client satisfaction

Recognition Validating Performance

- o **Inc. 5000 Achievement:** Ranked #292 nationwide (top 6% of America's fastest-growing private companies)
- o **Industry Leadership:** Utah's fastest-growing logistics provider and 10th fastest-growing nationwide

4. If you are providing written answers for your submission, you must provide an answer to this second question: Outline the organization's growth achievements since the beginning of 2023 that you wish to bring to the judges' attention (up to 250 words):

Total 233 words used.

Launch Fulfillment's Achievements Since 2023

Measurable Growth With Client Impact

- o **Revenue Acceleration:** Continued our extraordinary growth trajectory from \$950,000 in 2020 to over \$14 million in 2023, representing 1465% three-year growth
- o **Market Penetration:** Expanded our client portfolio by 20+ brands, with the top 10% being category leaders in their respective industries
- o **Client Success:** Maintained exceptional client retention rates through consistent service quality

Strategic Infrastructure Expansion

- o **Domestic Capacity Enhancement:** Added 30,000 sq ft to our Utah headquarters, augmenting our existing 100,000 sq ft operation
- o **International Client Solution:** Established 140,000 sq ft UK facility, providing partner brands immediate access to European markets
- o **Bonded Warehouse:** Our UK facility is also a bonded warehouse - a huge differentiator in the UK space.
- o **Operational Footprint:** Maintained 70,000 sq ft in Kentucky, creating a robust multi-location network for nationwide 2-day shipping

Technological Differentiation

- o **RocketFuel Recharge Implementation:** Developed and deployed proprietary software that addresses identified industry gaps
- o **AI-Enhanced Efficiency:** Became the only warehouse in our category utilizing Flymingo AI for operations
- o **Integration Capabilities:** Expanded platform connections to support all major e-commerce platforms with real-time inventory synchronization

Industry Recognition

- o **Inc. 5000 Achievement:** Secured position #292, validating our business model and placing us in the top 6% of America's fastest-growing companies
- o **Regional Leadership:** Recognized as Utah's fastest-growing logistics provider and 8th fastest-growing company overall in the state
- o **National Standing:** Achieved ranking as 10th fastest-growing logistics company nationwide

5. If you are providing written answers for your submission, you must provide an answer to this third question: Explain why the achievements you have highlighted are unique or significant. If possible compare the growth achievements to the performance of other players in your industry and/or to the organization's past performance (up to 250 words):

Total 250 words used.

Why Launch Fulfillment's Growth is Impressive

Market-Exceeding Growth

- o 1465% Revenue Growth vs. Industry Average: While the 3PL sector averaged 8-12% annual growth since 2020, our 1465% three-year revenue increase outpaces competitors by over 100x, demonstrating exceptional market performance

- o Inc. 5000 Elite Standing: Our #292 ranking places us in the top 6% of America's fastest-growing private companies (according to the INC 5000 list)

Accelerated Strategic Expansion

- o Rapid International Growth: Our UK expansion is particularly significant as we are one of the few 3PLs of our size to enter the international market so quickly.
- o Bonded Warehouse in the UK: Having a bonded warehouse differentiates us from the competition.
- o Aggressive Infrastructure Scaling: Expanding from startup to 310,000+ square feet across three strategic locations in just five years.

Technology-Driven Differentiation

- o Exclusive AI Deployment: As the only warehouse in our category utilizing Flymingo AI, we've created operational efficiencies unavailable to competitors
- o Proprietary Software Solution: Addressing industry gaps through our RocketFuel Recharge software has positioned us as both a service provider and technology innovator.

Client Success Impact

- o Category Leader Acquisition: Attracting industry-leading brands validates our premium fulfillment model in a sector where client retention typically hinges solely on price.
- o Operational Performance: Our multi-location network enables nationwide 2-day shipping capabilities that many larger competitors struggle to match consistently

Regional and National Recognition

- o Multi-Level Leadership: Our simultaneous ranking as Utah's fastest-growing logistics provider, 8th fastest-growing Utah company overall, and 10th fastest-growing national logistics company demonstrates consistent excellence across multiple competitive landscapes (all according to INC 5000 standings)

6. You have the option to answer this final question: Reference any attachments of supporting materials throughout this nomination and how they provide evidence of the claims you have made in this nomination (up to 250 words):

Total 25 words used.

<https://www.inc.com/inc5000/2024>

<https://launchfulfillment.com>

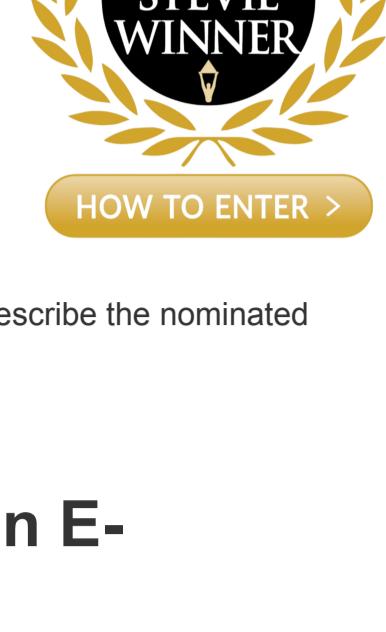
<https://parcelrecharge.com/>

<https://www.youtube.com/shorts/PL3ueAnjh9o>

https://www.youtube.com/shorts/v2A_iipwIA8

<https://parcelrecharge.com/1465-growth-no-292-on-inc-5000-how-launch-fulfillment-utilized-rocketfuel-to-recharge-their-revenue/>

https://www.youtube.com/@launch_fulfillment



Attachments/Videos/Links:

<https://www.launchfulfillment.com/1465-growth-no-292-on-inc-5000-how-launch-fulfillment-utilized-rocketfuel-to-recharge-their-revenue/>

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