

# MBC *Today*

*The voice of the mail and business center industry since 1982*

## **Volume 28 | Issue 3**

*May / June 2026*

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# MBC Today

A publication of the non-profit  
Association of Mail and Business Centers (AMBC)

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#### AMBC Mission:

As a member-run non-profit trade association, our mission is to provide a #MembersHelpingMembers community for businesses in the shipping, mail, print, and business center industry to connect, learn, and grow.

Building on decades of experience, we believe in always reaching for what's new and what's next, and strive to grow fresh content, programs, and trusted supplier connections that benefit our members...and inspire them to reach their full potential.

Our industry is ever evolving, and we are here to keep you current, viable, and accessible so you can grow and thrive in your communities and in our unique industry. Join us!

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"Shrimps" are little gems of  
inspiration and information  
peppered throughout *MBC Today*.



Have content ideas for *MBC Today*?  
Please send your submissions and  
suggestions to [hello@ambc4me.org](mailto:hello@ambc4me.org).

Some articles may have had assistance from AI, in which case their authors have done thorough research and prompting, as well as thorough review of all content before publication.



Dear Readers,

Watch out, Vegas, three big events are coming your way! And along with them, a peculiar (in the best way) group of retail printers and shippers, ready to hit the strip and let it rip!

In this issue of *MBC Today*, you'll find information on these three events: the MBC Education Symposium in July hosted by FotoZoomer, the PRINTING United Expo in September, and AMBC's print-focused event that is in partnership with—and following immediately after—the PRINTING United Expo.

I, for one, am a huge Vegas nut. Outside of the city that will always have my heart—New York—I'm a total Vegas favoritist and love that we find ourselves there every year or two (or multiple times a year, as the case may be) for events.

I have my favorite Vegas restaurants, favorite Vegas bagel joint, and favorite Vegas venues that I try to hit up every time I get to that fabulous desert (and desert) oasis...as likely you do too. Each time I go, I try to stay at a different casino—often at some of the older ones to feel the nostalgia and smell the decades of smoke infused in the walls, which brings back sensory memories of my grandmother's apartment. It makes me smile.

And the over-the-topness of everything in lights and glittery is certainly something I most definitely appreciate. (I don't know if you've picked up on it before if you've been around me much at events or have taken any of my classes, but I think it's safe to say that I'm "just a little extra.")

On top of our Vegas travels, we also have other great industry events to look forward to, like the ShipRite convention coming up in a few weeks. I'll be there, slated to teach a "Becoming a Destination" class with Fahim and give advice to attendees about targeted marketing, specialization, and the extreme powers of word-of-mouth and flowing profits that destination messaging brings to a business. It's an event you don't want to miss!

Events aside, what has really excited me lately on coaching calls, client visits, and other things that keep me entirely too busy in what is supposed to be semi-retirement, is seeing my industry peers, mentors, and mentees soaring because of simple relationship-based strategies and business practices that they've implemented. Our industry is all about relationships; it's all about people serving people. Those who do it with integrity and heart are filling their karma banks...and money banks. Facts.

Thanks to all of the writers and contributors who have made this yet another great edition of *MBC Today*. And thanks, most of all, to you, the readers. Please read and reread with intent, focus, and an open mind, because that's what allows growth to occur.

With care,

**Marty Johnson** (he/him)

Founder | [Uncle Marty's](#)

Columnist | [Ask Uncle Marty™](#)

Editor & Producer | [MBC Today](#)

Co-Host | [MoJo Motivation™ Podcast](#)

Communication & Vision Lead | [AYM High Consultants](#)

[askunclemarty.com](http://askunclemarty.com) · [@askunclemarty](https://twitter.com/askunclemarty)

"If you have integrity, nothing else matters. If you don't have integrity, nothing else matters." -



- Alan K. Simpson

# A Message From the AMBC Board Chair



Dear AMBC Members,

I would like to begin with a sincere thank you to all our members who joined us in New Orleans for our recent AMBC training event. Your participation, engagement, and willingness to share ideas are what continue to make these events so valuable. The energy, collaboration, and real-world insights exchanged throughout the weekend are a strong reminder of the power of this community and the impact we can have when we come together.

As we look ahead over the next several months, there are several outstanding industry training opportunities available. From regional events to national expos, each provides a unique platform for learning, networking, and discovering new ways to grow and strengthen your business. Whether you are a newer store owner or have been in the industry for many years, these events offer valuable perspectives, innovative ideas, and proven strategies that can help you continue evolving your store.

In particular, I am most excited for our upcoming AMBC training event in partnership with PRINTING United this September in Las Vegas. This collaboration represents a tremendous opportunity for our members. By aligning with one of the premier print industry events, we are working to provide AMBC members with exclusive access to leading vendors, cutting-edge technology, and specialized training focused on expanding and maximizing print within your business. The print segment continues to present significant growth potential for our industry, and this event is being designed to help you capitalize on those opportunities.

We are putting a great deal of effort into making this partnership event one of our most impactful training experiences to date. I strongly encourage each of you to consider joining us in Las Vegas for the AMBC PRINTING United event. It will not only be an opportunity to attend another great AMBC event, but also to gain exposure to new ideas, products, and services that can drive meaningful growth in your store.

One of the things that continues to excite me most about our industry is its constant evolution. Our businesses are not static—we are always adapting, expanding, and finding new ways to better serve our customers. That ongoing change creates opportunity, and it is through education, collaboration, and engagement that we position ourselves to take full advantage of it.

Thank you again for your continued support of AMBC and for your commitment to growing your business and strengthening our community. I look forward to seeing many of you at our upcoming events.

Sincerely,

**Tommy Armstrong**

Director of Business Diversification & Board Chair | AMBC  
Owner | Warrington Business Center & More Ink for Less

# 2026

## Upcoming Industry Events

Please check [ambc4me.org/events](https://ambc4me.org/events) for information on specific events we are hosting and attending as an organization. We hope to see you soon!



May 3-6, 2026 | Phoenix, Arizona  
**National Postal Forum**  
Sign up at [npf.org](https://npf.org)



May 16-17, 2026 | East Syracuse, New York  
**ShipRite Conference**  
Sign up at [support.shipritesoftware.com/SR\\_Files/MarkFiles/SRConventionCCForm.pdf](https://support.shipritesoftware.com/SR_Files/MarkFiles/SRConventionCCForm.pdf)



May 19-22, 2026 | Barcelona, Spain  
**FESPA Global Print Expo**  
Sign up at [fespa.com](https://fespa.com)



**BOSTON 2026  
WORLD EXPO**

May 23-30, 2026 | Boston, Massachusetts  
**Boston 2026 World Expo**  
Sign up at [web.cvent.com/event/bbbdc1d9-e50e-44dd-8bef-eb36c9d1251f/summary](https://web.cvent.com/event/bbbdc1d9-e50e-44dd-8bef-eb36c9d1251f/summary)



July 17-19, 2026 | Henderson, Nevada  
**MBC Education Symposium** by FotoZoomer  
Sign up at [fotozoomer.com/support/zoom-u](https://fotozoomer.com/support/zoom-u)



August 13-15, 2026 | Long Beach, California  
September 10-11, 2026 | Cleveland, Ohio  
November 13-14, 2026 | Charlotte, North Carolina  
**Graphics Pro Expo**  
Sign up at [graphics-pro-expo.com](https://graphics-pro-expo.com)



August 28-30, 2026 | Grand Island, New York  
**Print Masterclass: Golden Ticket Invite-Only Event**  
More info at [aymhigh.com/events](https://aymhigh.com/events)



September 15-17, 2026 | Chicago, Illinois  
**Label Expo Americas 2026**  
More info at [labelexpo-americas.com](https://labelexpo-americas.com)



September 23-25, 2026 | Las Vegas, Nevada  
**PRINTING United Expo 2026**  
Sign up at [printingunited.com](https://printingunited.com)



September 25-27, 2026 | Las Vegas, Nevada  
**AMBC Print Training Weekend  
in Partnership with PRINTING United**  
Sign up at [ambc4me.org](https://ambc4me.org)

# Industry News...

## AMBC and PRINTING United Are Partnering for an Event in Las Vegas

AMBC is proud to announce our upcoming training weekend in partnership with the PRINTING United Expo—one of the largest and most influential print industry events in the world.



Taking place at the Las Vegas Convention Center in Las Vegas, Nevada, the PRINTING United Expo will take place September 23-25 and the AMBC training weekend follows immediately after, September 25-27, 2026.

With over 30,000 attendees, 800-plus exhibitors, and more than 100 educational sessions expected at this year's PRINTING United Expo, this can't-miss event for 2026, spanning over a million square feet of floor space, will focus on technology trends, market convergence, automation, and the latest in print innovation.

This unique collaboration brings together the strength of the pack and ship retail industry with the innovation, technology, and opportunity of the print world. By aligning our AMBC Training Weekend with PRINTING United Expo, we are creating an unmatched experience designed to help store owners explore, expand, and maximize print as a powerful profit center.

In addition to the spread on pages 8-9 of this issue of *MBC Today*, more details and a sign-up link are posted at [ambc4me.org/events](http://ambc4me.org/events).

## AYM High Consultants' Print Masterclass

AYM High Consultants' Print Masterclass: Golden Ticket Invite-Only Event will take place August 28-30, 2026 at the AYM High Consultants training center and flagship store, Island Ship Center, in Grand Island, New York, just a few minutes away from Niagara Falls.

The AYM High team has sent exclusive golden ticket invitations to AYM High Soarers (clients in good standing) whom they know will get great benefit from this masterclass. As of the date of this publication, only one slot remains!

More information available at [aymhigh.com/events](http://aymhigh.com/events).



## PostalMate® Hopes to Announce More 2026 Training Weekends

PostalMate® had a very successful, packed first training weekend of 2026 in Orlando, Florida, in February. They plan to have more training weekends across the country in 2026, and hope to be able to announce those dates soon.



Check out [postalmate.com/support/training-events](http://postalmate.com/support/training-events) for updates coming soon.

## 2026 ShipRite® Conference

ShipRite® Software will be hosting their 2026 ShipRite® Conference at the Embassy Suites in East Syracuse, New York, May 16-17, 2026, focused on ShipRite NEXT™.



The format will be the same as last year, featuring vendors, classes on ShipRite NEXT™, and sessions on important business topics such as freight shipping, specialty packaging, and adding new products and services to your store. There will also be an RS Boot Camp at the event.

Check out the spread on pages 24-25 of this issue of *MBC Today* for more information.

## FotoZoomer to Host MBC Education Symposium

AMBC Platinum Supplier FotoZoomer will be hosting the MBC Education Symposium, July 17-19 at the Sunset Station Casino in Henderson, Nevada. This exciting event will have 18 breakout sessions on various subjects, POS training, FotoZoomer Zoom U, and a vendor trade show.



Learn more in the spread on page 29 of this issue of *MBC Today* and at [fotozoomer.com/support/zoom-u](http://fotozoomer.com/support/zoom-u).

## Pacific Office Automation Offers Amazing Deal to AMBC Members

AMBC Platinum Supplier Pacific Office Automation is currently offering an outstanding "Expand the Base" deal to AMBC Members: reimbursement to offset the buyout or stream of payments of a competitive lease (i.e. a lease with another company other than Pacific Office), with a max of \$10,000, for any new contract with Pacific Office for a new printer or piece of equipment. This offer will be valid until the \$1,000,000 allotted for the program by Pacific Office is exhausted.



**PACIFIC OFFICE  
AUTOMATION**  
— PROBLEM SOLVED —

For more information, contact Kevin Keating or Brett Herner at Pacific Office Automation at [kevin.keating@pacificoffice.com](mailto:kevin.keating@pacificoffice.com) or [brett.herner@pacificoffice.com](mailto:brett.herner@pacificoffice.com).

## USPS Issues First-Ever Fuel Surcharges

The U.S. Postal Service, for the first time ever, has implemented a temporary fuel surcharge of 8% on select shipping services that will be in effect from April 26, 2026 through January 17, 2027. This applies to Priority Mail, Priority Mail Express, USPS Ground Advantage, and Parcel Select.

Letter mail and non-parcel services are not impacted.

Also of note, the U.S. Postal Service has proposed a price increase for Forever stamps of four cents, making their cost 82 cents, with a target date for the increase set for July 12, 2026.



### The MoJo Motivation™ Podcast

MoJo Motivation™ is the official podcast of AYM High Consultants. Launched in February 2026, new episodes are released monthly for the first season; plans and guest lineups are already well underway for season two, coming this fall. Content focuses both on AYM High's specialty—the print, mailbox, packing, shipping, logistics, and business center industry—with guests from FedEx, the USPS, PRINTING United, GoDaddy, and Social Status Marketing, as well as inspiration from outside of their home industry with guests like a Vietnam War veteran and a top-of-her-field anesthesiologist.

“MoJo” is a hybrid of the co-hosts' last names, Mojawalla and Johnson, but also refers to that special inner something that every human has that drives them and makes them stand out. Through this series, they explore guests' mojos and discover the special sauce each one possesses that allows them to soar—in business, relationships, and life.



Listen now on your favorite podcast platform ([Apple Podcasts](#), [Spotify](#), etc.) and/or on [YouTube](#) and be sure to subscribe so you never miss an episode. Learn more and preview upcoming episodes at [mojomotivation.com](#). While you're there, check out the AYM High blog by clicking the "Blog" tab at the top of the page; also be sure to subscribe to AYM High's free monthly newsletter.

### Unboxing Logistics Podcast

Unboxing Logistics is the official podcast of EasyPost and is hosted by Lori Boyer. Launched in July 2023, new episodes are released weekly. Get to know the fun side of our industry's brightest minds, from seasoned leaders to up-and-coming disrupters. Each episode delivers cutting-edge insights, fresh takes, and real-world stories that bring shipping and logistics to life—with plenty of personality along the way.



Listen now on your favorite podcast platform or at [easypost.com/podcast](#).

### The Shipper's Toolbox Podcast

The Shipper's Toolbox is the official podcast of Refund Retriever and is hosted by Brian Gibbs. Launched in November 2021, new episodes are released once or twice per month and focus on updates, tips, and tricks for shipping professionals.



Listen now on your favorite podcast platform ([Apple Podcasts](#), [Spotify](#), [iHeart](#), etc.) and be sure to subscribe so you never miss an episode. Learn more at [refundretriever.com/podcast](#), and while you're there be sure to check out the very helpful Refund Retriever blog by clicking the "Blog" tab at the top of the page.

### Espresso Mail and Grumpy Man Coffee Sold

Norman Froscher and Lisa Blanton have sold their popular businesses, Espresso Mail and Grumpy Man Coffee, in West Palm Beach, Florida.



Former AMBC Board Chair Norman announced the exciting news in April of 2026. Looking forward to retirement, he expressed great confidence and excitement in the businesses' new owner, Lotus Ellis.



Please join the entire AMBC family in congratulating Norman and Lisa...and welcoming Lotus to the fold!

### FedEx SameDay® Local

From the FedEx news room on March 24, 2026:

FedEx Corp. today announced the rollout of FedEx SameDay® Local, a delivery offering designed to enable its customers to meet rising consumer expectations for flexibility, control, and convenience while balancing their cost to serve.

In collaboration with On-eRail, a comprehensive last-mile delivery solution company, FedEx SameDay Local will let shoppers choose two-hour or end-of-day delivery directly at checkout. The service will connect FedEx customers to a national network of more than 1,000 delivery providers, coordinated through intelligent orchestration. Orders are then automatically matched to the appropriate vehicle and driver, dispatched quickly, and tracked with live updates from pickup to delivery.



For the full news story from FedEx, please check out [newsroom.fedex.com/newsroom/global-english/fedex-to-offer-faster-delivery-with-launch-of-fedex-sameday-local](#)

Podcast episode recommendation:



Unboxing the Trends: USPS Fuel Surcharges, FedEx 2-Hour Delivery, and the Rise of Amazon Shipping with Tim Ranagan and Lori Boyer From EasyPost

Unboxing Logistics episode 86

[easypost.com/podcast/unboxing-the-trends-usps-fuel-surcharges-fedex-2-hour-delivery-and-the-rise-of-amazon-shipping/](#)

# AMBC Training Weekend

## in Partnership with PRINTING United Expo

AMBC is proud to announce our upcoming training weekend in partnership with the PRINTING United Expo—one of the largest and most influential print industry events in the world.

Taking place in Las Vegas, Nevada, this unique collaboration brings together the strength of the pack and ship retail industry with the innovation, technology, and opportunity of the print world. By aligning our AMBC Training Weekend with Printing United Expo, we are creating an unmatched experience designed to help store owners explore, expand, and maximize print as a powerful profit center.

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### A Unique Opportunity for AMBC Members

This exclusive partnership provides AMBC Members with access and insights that simply cannot be replicated anywhere else:

### Exclusive Access to PRINTING United Vendors

Engage directly with leading print manufacturers, software providers, and service partners. Discover new equipment, technologies, and solutions that can be implemented in your store to drive revenue and efficiency.

### Specialized Training from Industry Print Experts

Learn from top print professionals through targeted sessions designed specifically for the retail pack-and-ship environment. These seminars will focus on practical, real-world strategies to help you confidently grow your print business.

### Eye-Opening Industry Insights

Experience firsthand the scale, innovation, and opportunity within the print industry. From wide-format printing to promotional products and advanced finishing solutions, you'll see how expanding into print can transform your store's capabilities and profitability.

---

### Why This Event Matters

Today's most successful stores are those that continue to evolve, diversify, and adapt to changing customer needs. Print is one of the most powerful opportunities available to our industry—and this event is designed to show you exactly how to capitalize on it.

Through this partnership, AMBC is committed to delivering meaningful, high-impact education and connections that help our members build stronger, more profitable businesses.

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### Join Us in Las Vegas

Whether you are looking to expand your current print offerings or just beginning to explore what's possible, this training weekend will provide the tools, knowledge, and inspiration to take your business to the next level.

Mark your calendar for September 25–27, 2026 and be part of an event that brings together innovation, opportunity, and the future of our industry.

Learn more and sign up at [ambc4me.org/events](https://ambc4me.org/events).



Association of Mail and Business Centers

**ADD PRINT. GROW PRINT. MAXIMIZE PRINT.**



EXPAND YOUR STORE, EXPAND YOUR PROFITS

In Conjunction with



# Las Vegas

# September 25-27, 2026



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