

AMAZON FBA PREP SERVICE ENDING JAN 1, 2026



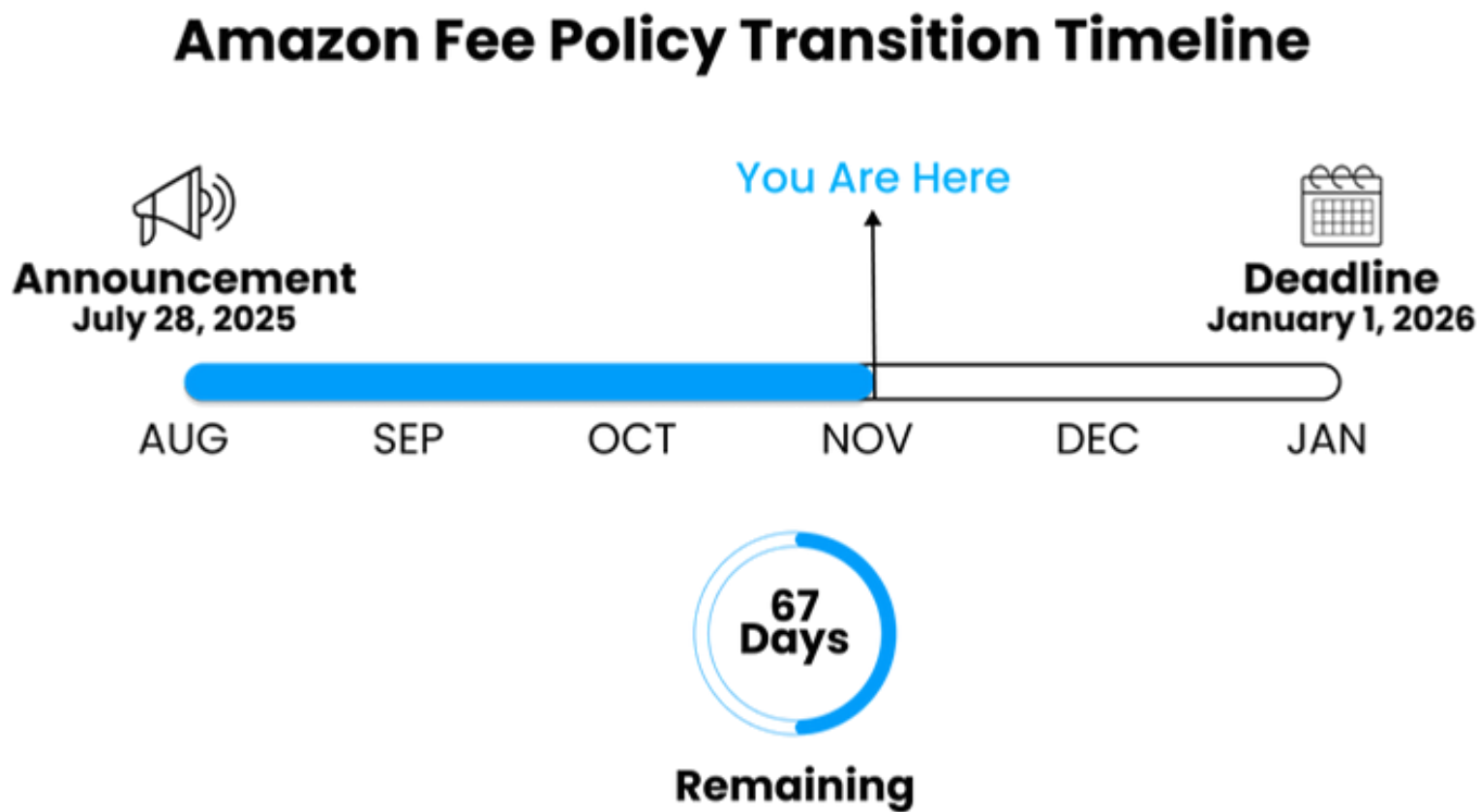
How smart sellers are turning amazons biggest policy change into a competitive advantage



SECTION 1

What's Happening: The Critical Deadline

On July 28, 2025, Amazon announced they're stopping all FBA prep and labeling services. Starting January 1, 2026, you'll need to send inventory to Amazon's warehouses already prepped and ready to go



What Amazon Won't Do Anymore

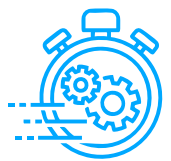


Why Amazon Made This Decision

Amazon says sellers have gotten better at prep, so they don't need to offer this service anymore. But here's what's really going on:



Prep work is labor-intensive.



When inventory arrives already prepped, it goes straight to shelves. No waiting 2-3 days for Amazon to prep it first.



When Amazon did the prep, they took the blame if something went wrong. Now that's on you.



Hundreds of prep companies exist now. Amazon doesn't need to do this work when others can



This Change Is Permanent after January 1st.

Amazon isn't bringing these services back. You need a new plan for every shipment you send

What This Means for Your Business

On July 28, 2025, Amazon announced they're stopping all FBA prep and labeling services. Starting January 1, 2026, you'll need to send inventory to Amazon's warehouses already prepped and ready to go



If you use Amazon's prep services, it's time to act fast.

If your products need prep, someone must handle it — you, your manufacturer, or a third-party prep service.

If you rarely used Amazon's prep services, this change may not impact you much.

If your business is growing, this change could benefit you. Many prep services cost less, work faster, and offer more flexibility than Amazon.



Section 2

How to Handle Your Prep: 3 Ways

You have three realistic options. Each works for different types of businesses.



OPTION	WHO IT WORKS FOR	KEY POINTS
Do It Yourself (In-House)	Sellers moving 50,000+ units/month consistently with warehouse experience	Requires space, equipment, staff, and management. Takes 18-24 months to break even.
Use Your Manufacturer	Private label brands with stable products and trusted manufacturer	No capital needed but adds 10-14 days to lead time.
Work With a Prep Center (3PL)	Most sellers, especially those with variable volume or multiple channels	No upfront investment. Scales easily. Fast setup (7-14 days).

Option 1: Do It Yourself (In-House)

This means setting up your own warehouse space and hiring people to handle prep work.

Who This Works For

This only makes sense at least 50,000 units per month. You'll also need warehouse experience on your team and enough product margin to handle the overhead. Most sellers who handle prep in-house have stable products, consistent year-round volume, and existing warehouse operations.

What You Need

- Warehouse space (at least 2,000 square feet)
- Equipment for labeling and packing
- A system to track inventory
- Employees to do the work (roughly one person per 5,000 units monthly)
- Someone who knows Amazon's requirements inside and out

When In-House Makes Sense

You process consistent volume year-round, you have warehouse management experience, your products are simple with predictable prep needs, you can wait 18-24 months to break even, and you value control over everything else.

For most sellers doing under 100,000 units monthly, in-house prep costs more and creates more headaches than alternatives

Option 2: Have Your Manufacturer Do It

If you're doing private label, you might have your manufacturer in China (or wherever) handle prep before shipping.

Who This Works For?

This works best for private label sellers with a small, stable product line – usually under 50 SKUs.

You need a manufacturer you've worked with for years and trust completely.

The Problems You'll Face

Communication breaks down. Different time zones, languages, and work cultures cause delays.

If your manufacturer makes a mistake, your shipment gets rejected, inventory stuck, and fees add up.

Limited flexibility. Testing new bundles or packaging depends on your manufacturer's timeline.

Example

A seller launches a new product. Their manufacturer does the prep like they've always done. The shipment arrives at Amazon and gets rejected because Amazon updated their polybagging requirements two weeks ago.

The seller didn't know, the manufacturer didn't know, and now the inventory is stuck.

The seller has to arrange for Amazon to return the shipment (expensive), find a prep center to fix it (rush fees), and ship it back to Amazon (more freight costs). Meanwhile, they're out of stock for 2-3 weeks during their peak season

Option 3: Work With a Prep Center (3PL)

A 3PL (third-party logistics provider) is a company that receives your inventory, does all the prep work, and ships it to Amazon for you.

This works for most sellers, especially if:

- ✓ Your volume fluctuates throughout the year
- ✓ You're growing quickly and need to scale
- ✓ You sell across multiple channels (Amazon, your website, wholesale)
- ✓ You don't want to deal with warehouse operations

How It Works

You ship your inventory to the prep center's warehouse. They receive it, do whatever prep is needed (labeling, bagging, bundling), create your FBA shipments, and send everything to Amazon. You monitor everything through their software platform



The Real Benefits

Operational	Financial
No money upfront	Better freight costs
Scales with your business	No equipment or warehouse
Amazon compliance is their job	Multi-channel ready
Faster to market (24-48 hours)	Quick setup (7-14 days)





Section 3

HOW TO CHOOSE A 3PL PARTNER

Not all prep centers are created equal. Many sellers turn to AMZ Prep after struggling with generic warehouses that can't meet Amazon's standards. Here's exactly how to identify true Amazon fulfillment experts



8 Things Every Good 3PL Partner Must Have

1. Proven Amazon Compliance Track Record

Minimum Standard:

- 99%+ prep accuracy rate with documentation
- Zero account suspensions caused by their prep errors
- Understanding of current FBA requirements
- Excellence Indicators

(What We Maintain at AMZ Prep):

- 99.95%+ documented accuracy rates across millions of units
- Amazon Recommended Prep Service Provider designation
- Public case studies with verifiable results
- Monthly compliance training for all staff
- Quality control managers dedicated exclusively to Amazon standards
- Documented process for staying current with Amazon requirement changes





2. Geographic Footprint & FC Proximity

Minimum Standard

- Located within 2-3 day ground shipping to major Amazon FCs
- Ability to reach your primary fulfillment centers economically

Excellence Indicators (What AMZ Prep Provides):

- National or multi-regional warehouse network (we have 50+ locations across North America)
- Same-day or next-day delivery capabilities to Amazon FCs
- Dedicated truck routes to Amazon facilities (we run daily routes)
- Cross-border capabilities for expansion (we cover US, Canada, and can coordinate internationally)
- Strategic positioning that eliminates inbound placement fee

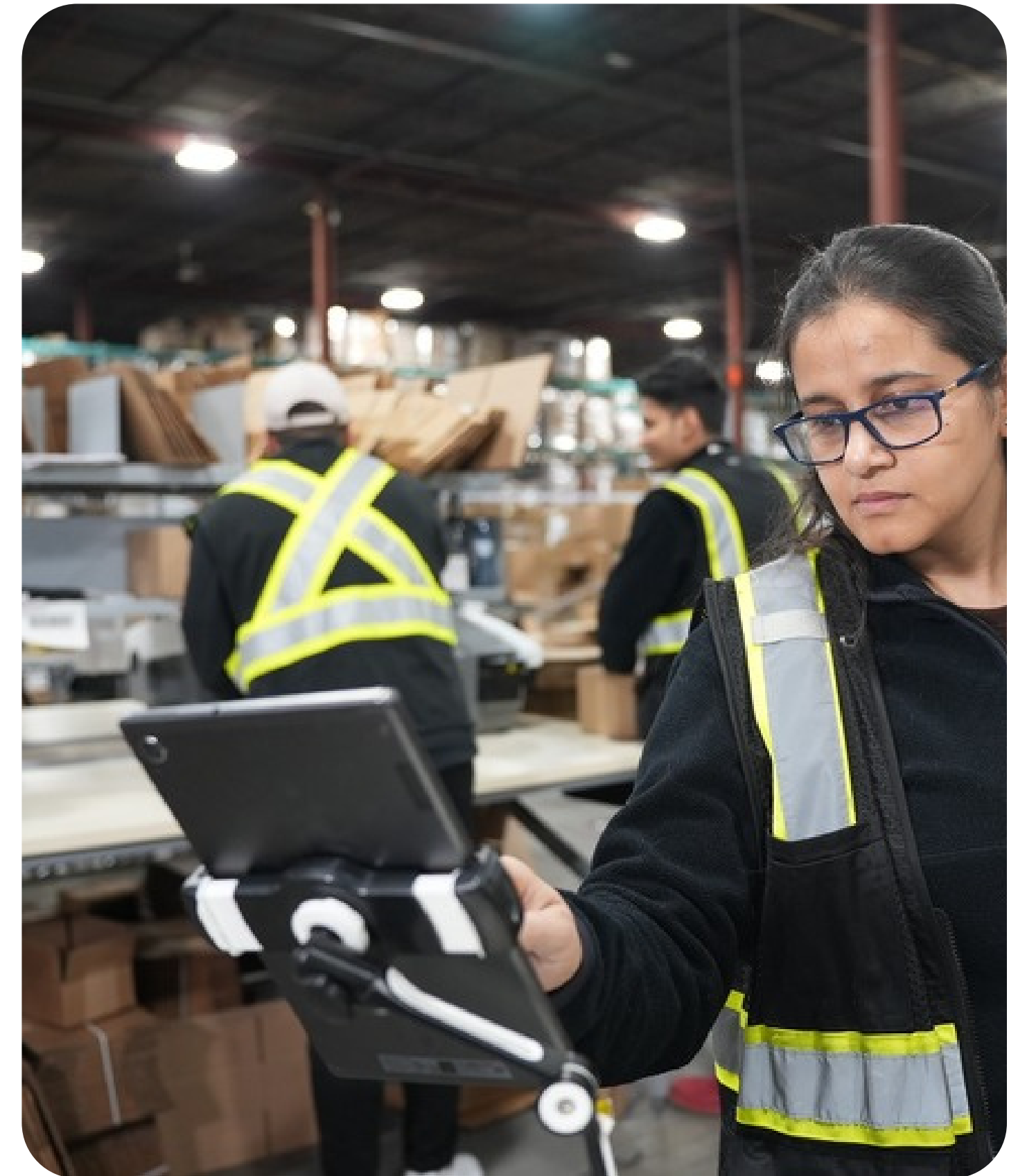
3. Technology & Integration Capabilities

Minimum Standard:

- Basic API or EDI integration available Inventory visibility through a portal
- Ability to receive and process digital shipment plans

Excellence Indicators :

- Proprietary FBA prep management platform
- Real-time inventory dashboard with predictive analytics
- Automated shipment creation and routing (zero manual work for you)
- Multi-channel integration (Amazon Seller Central, Shopify, Walmart, 50+ platforms)
- Mobile app access for on-the-go management
- Automated alerts and notifications
- Historical reporting and forecasting tool





4. Service Range & Value-Added Capabilities

Minimum Standard:

- All basic prep services (labeling, polybagging, bubble wrap)
- Short-term storage capabilities
- Standard FBA shipment creation

Excellence Indicators (AMZ Prep's Full Suite):

- Temperature-controlled storage for sensitive products
- Returns processing and inspection
- Multi-channel fulfillment (Amazon FBA + DTC + B2B + retail from one inventory pool)
- Kitting and bundle creation
- International shipping coordination
- Seller Fulfilled Prime (SFP) capabilities

5. Capacity & Proven Scalability

Minimum Standard:

- Can handle 2x your current average monthly volume
- Some seasonal flexibility

Excellence Indicators (Our Scale)

- Proven Q4 performance without delays or quality degradation
- Multi-million square feet of warehouse space (we operate 2M+ sq ft)
- Processes millions of units monthly (8M+ for us)
- Zero storage limits or surprise capacity constraints
- Guaranteed capacity allocation for established clients
- Transparent communication about capacity during peak period

6. Turnaround Time & Velocity

Minimum Standard:

- 3-5 business day turnaround from receiving inventory to creating FBA shipments
- Reliable, consistent processing

Excellence Indicators (Our Scale)

- 24-48 hour standard turnaround
- Same-day expedite options available for urgent needs
- Real-time processing status updates
- Direct delivery to Amazon FCs via dedicated trucks
- Track record of meeting or beating promised timelines

7. Transparent Pricing Structure

Minimum Standard:

- Clear per-unit pricing for each service
- No surprise fees in the fine print
- Straightforward billing

Excellence Indicators (Our Scale)

- All-inclusive flat-rate pricing models (labeling, bagging, wrapping, shipment creation, box labels, quality control – all included)
- Zero hidden fees (no receiving fees, handling fees, account management fees)
- Volume discounts clearly defined
- Freight optimization included and transparent
- Storage costs competitive and straightforward
- Technology access included

8. Support Quality & Communication

Minimum Standard:

- Email support with reasonable response times
- Weekly or bi-weekly updates
- An expert you can reach when issues arise

Excellence Indicators (Our Scale)

- Dedicated account manager assigned to your business
- Real-time support via multiple channels
- Proactive communication about issues before they impact you
- Strategic planning sessions and growth consultation
- Transparent about mistakes with rapid resolution
- Regular business reviews and optimization recommendations
- Response time measured in hours, not days



Questions to Ask AMZ Prep vs. Other 3PLs

QUESTION	WHAT TO LISTEN FOR	AMZ PREP'S ANSWER
How many Amazon sellers do you work with?	Specific number, not “many” or “lots”	5,000+ active seller accounts
What’s your documented prep accuracy rate?	99%+ with proof, measured systematically	99.95% with monthly reporting
Show me your technology platform right now.	Live demo, not screenshots or “coming soon	Advanced tech platform- we’ll walk you through about it during the demo session



QUESTION	WHAT TO LISTEN FOR	AMZ PREP'S ANSWER
How many fulfillment centers do you operate?	Multiple locations, specific addresses	50+ locations across North America
What happened during Q4 2024? Any capacity issues?	Specific metrics, honest about challenges	40% volume increase, zero delays, guaranteed capacity for established clients
What's your turnaround time, and what % meet it?	Specific SLA with performance data	24-48 hours standard, 97%+ on-time rate
How much will you save me on freight?	Specific methodology, not vague promises	40% average reduction through network optimization - we'll calculate your specific savings

Section 4

OUR SUCCESS STORIES



How ANS Performance Fixed Their Amazon Nightmare

Meet ANS Performance

- Website: ansperformance.com
- Location: Toronto, Canada
- Industry: Sports supplements and performance nutrition
- Founded: 2012 by a team of athletes

Their biggest issues:

- High shipping costs eating into margins
- Constant stockouts (products unavailable when customers wanted to buy)
- Missing Amazon's SLA shipment deadlines (which hurts your account)
- Couldn't scale because their fulfillment partner couldn't keep up

What ANS's Founder Said:

'At first, Amazon was a bit of a nightmare. Between the inventory limits, third-party re-sellers and advertising costs rising – scaling it seemed difficult.' – **Shetal Shah, ANS Performance**

What AMZ Prep Did:

- Used three AMZ Prep fulfillment centers strategically positioned across North America
- Built Amazon compliance systems specific to supplement regulations
- Implemented scalable pricing model that grew with their business
- Reduced product movement costs significantly
- Improved stock levels through better inventory distribution

The Results:

- 98% in-stock rate (products available when customers want them)
- 350% improvement in meeting Amazon FBM shipment SLAs
- 25% cost savings on fulfillment and shipping
- ANS went from 'minor player' to major competitor in the supplement space

[Read More](#)



How an Amazon Reseller with 12,000+ SKUs Used AMZ Prep for FBA Orders

Meet John

- Location: Toronto, Canada
- Business: Amazon FBA wholesale/resale operation
- Scale: \$18 million in annual Amazon sales
- SKUs: 12,000+ products across multiple categories
- Team: 22 employees

The Problem:

- Orders were getting lost in the shuffle
- He couldn't scale operations during peak seasons
- Amazon FBA shipments were taking too long to prepare
- The manual tracking system couldn't keep up with growth
- He was spending more time managing logistics than sourcing profitable products

What AMZ Prep Did: We brought enterprise-level systems to John's operation:

- Proprietary software replaced the Google Sheet chaos
- Managed all 12,000+ SKUs through one integrated platform
- Average FBA shipment size: 7,200 items prepared within 48 hours
- Multiple fulfillment centers across Canada and USA
- Real-time inventory visibility and automated workflows

The Results:

- 25% cost savings compared to his previous 3PL
- \$18 million in sales in 2022 alone
- Scaled to manage 12,000+ SKUs without operational breakdown
- John freed up time to focus on sourcing and business growth instead of logistics firefighting

[Read More](#)

TAKE ACTION NOW

Identify which case study most resembles your business. What results would be most impactful for you?

Interested in leveling up your fulfillment game?

[Schedule A Call](#)

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What These Successful Stories Proves:

- The right partner saves you time
- Location matters
- Technology makes the difference
- Scalability isn't optional
- The Investment pays for itself

MAGNUM
NUTRACEUTICALS

SALTYFACE

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8 EIGHT SLEEP

AND
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 **Nestlé**


Roots

FOUR THREE SEVEN

NBA

JOE BOXER

Hasbro


ALPINE NORTH

GNC
LIVE WELL

DURACELL

Callaway
✓

Supergoop! unybrands

Section 5

How to Get Started with AMZ Prep



Step 1: Schedule Your Free Consultation

[Contact Now](#) Or email: info@amzprep.com

Step 2: We'll Prepare Your Custom Analysis

Send us your SKU list and volume data (we'll provide a simple template). Our team will analyze your specific situation and prepare recommendations.

Step 3: Strategic Planning Session (45–60 min)

We'll walk through your analysis, answer questions, show you the technology, and provide a clear roadmap – whether or not you choose to partner with us.

Step 4: Make Your Decision

If we're the right fit, we'll move forward with pilot testing and onboarding using the framework in Section 5. If not, you'll still leave with valuable insights for your search.

Our Locations

We operate multiple warehouses across the United States and Canada, strategically positioned near major Amazon fulfillment centers.

How We're Different

- Most of our customers are Amazon sellers. That focus means we know Amazon's requirements inside out and we update our processes immediately when Amazon changes things.
- We use our own warehouse management software built specifically for Amazon FBA prep. You get real-time visibility into your inventory, automated shipment creation, and detailed reporting.
- We position our warehouses near Amazon's fulfillment centers to reduce your freight costs and speed up receiving times. Some of our clients see their inventory go from our dock to Amazon's shelves in 24 hours.

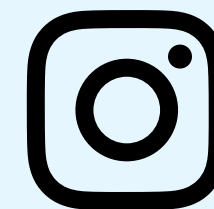
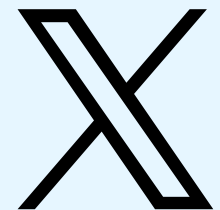
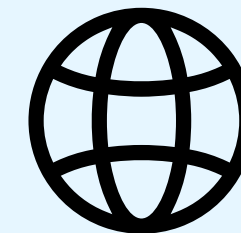
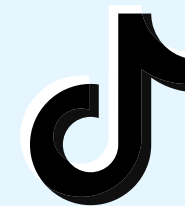
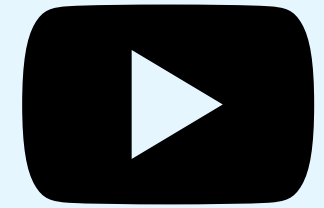


Get Help With Your Transition

We offer free consultations to any Amazon seller navigating this transition!

We'll help you:

- Review your specific situation (SKUs, volume, current setup)
- Walk through the three options and which works best for your brand
- Calculate what each approach would actually cost
- Show you our technology platform
- Answer all your questions about prep and Amazon compliance





Ready to Get This Handled?



We've helped hundreds of sellers through this transition. Let's make sure you're set up right before the holiday rush hits.

[Contact Now](#)