

# COMMERCIAL PRINTERS

| Rank<br>Prev.<br>Rank | Company<br>•Address  | •Website<br>•Email  | OC revenue<br>for 12 months<br>ended Dec.<br>31, 2016<br>(millions)<br>•yearly %<br>change | OC<br>employees<br>•yearly %<br>change | OC<br>salespersons | •Printing<br>presses in OC<br>•Printing<br>presses<br>companywide | Maximum<br>sheet size<br>(inches) | Partial list of printing<br>specialties   | Partial list of in-house<br>services  | Year<br>established | Top local official(s)<br>•Title<br>•Phone/fax  |
|-----------------------|--|---|--|--|--------------------|---|-----------------------------------|---|---|---------------------|--|
| <b>1</b><br>(1)       | <b>Trend Offset Printing Services Inc.</b><br>3701 Catalina St.<br>Los Alamitos 90720-2402 | trendoffset.com<br>salesca@trendoffset.com                | \$186 <sup>(1)</sup><br>NA   | 637<br>6%                              | 8                  | 15<br>29  | 22.25 x 57                        | High quality inserts, direct mail, catalogs and publications  | Heatset, open web, digital printing, binding, saddle stitching, complete prepress, full mailing services with inkjet addressing   | 1986                | Todd Nelson/Jim Davis<br>CEO/president<br>(562) 598-2446/(562) 430-2373  |
| <b>2</b><br>(2)       | <b>Primary Color</b><br>265 Briggs Ave.<br>Costa Mesa 92626-4511                           | primarycolor.com<br>danhirt@primarycolor.com              | \$64<br>-6%  | 325<br>-7%                             | 20                 | 10<br>15  | 16 ft.                            | Digital printing, large format printing, litho printing, dye-sublimation printing   | Color management, pre-media, retouching, photography, print production, design and fabrication, installation, store profiling, direct mail, online storefronts, fulfillment, distribution                     | 1984                | Daniel Hirt<br>president<br>(949) 660-7080   |
| <b>3</b><br>(3)       | <b>Fontis Solutions</b><br>60 Bunsen<br>Irvine 92618-4210                                  | fontissolutions.com<br>getstarted@fontissolutions.com     | \$40.5<br>1%   | 60<br>-12%                             | 28                 | 4<br>37   | 28 x 40                           | Traditional and digital print   | Marketing communications, digital printing, forms, commercial print, labels and creative services   | 1983                | Jim Spellman<br>VP/general manager<br>(949) 754-9000   |
| <b>4</b><br>(4)       | <b>The Dot Corp.</b><br>2424 McGaw Ave.<br>Irvine 92614-5834                               | thedotcorp.com<br>jvoss@dotprinter.com                    | \$31.8<br>7%   | 180<br>-5%                             | 15                 | 4<br>4  | 28 x 41                           | Marketing materials, digital/print solutions, direct mail   | Sheet-fed, Web, digital print, complete bindery, fulfillment, mailing, web site design, large format printing   | 1980                | Bruce M. Carson<br>CEO<br>(949) 474-1100/(949) 474-1263  |
| <b>5</b><br>(5)       | <b>Advanced Image Direct</b><br>1415 S. Acacia Ave.<br>Fullerton 92831-5317                | advancedimagedirect.com<br>perryw@advancedimagedirect.com | \$25<br>4%   | 125<br>0%                              | 5                  | 5<br>5  | 18 x 22                           | Direct mail print and production, personalization, envelope printing and converting   | Litho print, bindery, lettershop, digital imaging, laser imaging, data processing   | 1988                | Ty McMillin/Hugo Solorio/Perry Wilson<br>CEO/general manager/VP sales<br>(800) 540-3848/(714) 502-3901         |
| <b>6</b><br>(6)       | <b>ColorGraphics<sup>(2)</sup></b><br>3186 Pullman St.<br>Costa Mesa 92626-3319            | colorgraphics.com<br>support@colorgraphics.com            | \$22 <sup>(1)</sup><br>NA  | 5 <sup>(1)</sup><br>NA                 | 5 <sup>(1)</sup>   | wnd   | 28 x 40                           | Auto brochures, annual reports, product catalogs, direct mail   | Eight-color sheet-fed, ultraviolet printing, all-digital staccato prepress  | 1958                | NA<br>(949) 583-7171/(714) 668-7095  |
| <b>7</b><br>(7)       | <b>Westamerica Communications</b><br>26012 Atlantic Ocean Drive<br>Lake Forest 92630-8843  | mywestamerica.com<br>dgrant@mywestamerica.com             | \$21.6<br>4%   | 98<br>2%                               | 14                 | 7<br>7  | 40                                | Marketing materials, promotional packaging, direct mail, fulfillment, cross-media services, digital media and grand format specialty printing | Marketing and mailing solutions, package and structural design, digital/email marketing, branding/concept development, G7 certified color, litho and digital presses, video production, grand format printing | 1977                | Doug Grant/Mark DeBellis<br>CEO, president/VP marketing, business development<br>(949) 462-3600/(949) 462-3700 |
| <b>8</b><br>(NR)      | <b>SCNG Printing</b><br>1701 S. Lewis<br>Anaheim 92805                                     | scngprinting.com<br>czafra@scngprinting.com               | \$19.7<br>-6%  | 61<br>9%                               | 1                  | 4<br>8  | 35 x 22.75                        | Open web, heatset, UV coating, stitch and trim, perfect binding   | Complete prepress support for new and current customers, transportation services  | 1991                | Jon Merendino<br>VP of Operations<br>(626) 544-6664  |
| <b>9</b><br>(9)       | <b>OCPC - An RR Donnelley Company</b><br>2485 Da Vinci<br>Irvine 92614-5844                | ocpc.com<br>miguel.jacobowitz@rdd.com                     | \$19<br>12%  | 85<br>6%                               | 10                 | 6<br>400  | 40 x 28                           | Multicolor offset, digital printing, wide format, envelope printing, variable data printing   | Technology solutions, web-to-print, warehousing, fulfillment, pack/pack and distribution, promotional products, augmented reality, RFID and FC technologies   | 1986                | Miguel D. Jacobowitz<br>president<br>(949) 475-1900/(949) 475-1837   |
| <b>10</b><br>(9)      | <b>Meridian Graphics Inc.</b><br>2652 Dow Ave.<br>Tustin 92780-7208                        | mgllitho.com<br>davem@mgllitho.com                        | \$17.5<br>3%   | 102<br>11%                             | 10                 | 5<br>5  | 28 x 40                           | Augmented reality, color retouching, catalogs, brochures, marketing materials, packaging/point-of-purchase, mailers                           | Augmented reality, color retouching, offset printing, digital printing, full bindery, digital prepress, fulfillment   | 2000                | David Melin/Paul Valencia/Gary Thormodsgaard<br>CEO/president/VP, sales<br>(714) 263-7060/(949) 833-3700       |
| <b>11</b><br>(11)     | <b>Creative Press</b><br>1600 E. Ball Road<br>Anaheim 92805-5931                           | creativepressinc.net<br>mail@creativepressinc.net         | \$16.1<br>-2%  | 70<br>-7%                              | 3                  | 5<br>5  | 41                                | 10-micron staccato printing, color catalogs, packaging/point-of-purchase  | Digital printing, large format ink jet printing   | 1958                | Michael Patton<br>president<br>(714) 774-5060/(714) 758-0944   |
| <b>12</b><br>(15)     | <b>C2 Imaging</b><br>3180 Pullman St.<br>Costa Mesa 92626-3323                             | c2-imaging.com<br>costamesa@c2-imaging.com                | \$16<br>14%  | 140<br>11%                             | 9                  | wnd   | wnd                               | Document management, digital imaging, visual communications   | Digital document printing, bindery and finishing  | 2002                | Gary Crisp<br>CEO/president<br>(866) 632-8329  |
| <b>13</b><br>(12)     | <b>Fisher Printing Inc.</b><br>2257 N. Pacific St.<br>Orange 92865-2615                    | fisherprinting.com<br>sales@fisherprinting.com            | \$15 <sup>(1)</sup><br>NA  | 70 <sup>(1)</sup><br>NA                | 5 <sup>(1)</sup>   | wnd   | 40                                | Newspaper inserts/handbills, marriage mail circulars, ad groups, coupon books   | Prepress/camera, direct-to-plate, proofing, graphics, Web design  | 1933                | Bill Fischer<br>COO, West Coast<br>(714) 998-9200/(714) 998-8400   |
| <b>14</b><br>(16)     | <b>Lithocraft Co.</b><br>1201 N. Miller St.<br>Anaheim 92806-1933                          | lithocraft-co.com<br>johnco@lithocraft-co.com             | \$14.7<br>8%   | 66<br>2%                               | 6                  | 3<br>3  | 29 x 42                           | Corporate brochures, annual reports, point-of-purchase displays, catalogs, cosmetic packaging, printing on plastics and foil                  | Digital prepress, full bindery including die cutting and in line folder gluer, fulfillment, digital printing, storefront portal   | 1973                | Brad Thurman<br>president<br>(714) 630-3020/(714) 630-3545   |
| <b>15</b><br>(13)     | <b>Dual Graphics Inc.</b><br>370 Cliffwood Park St.<br>Brea 92821-4103                     | dualgraphics.com<br>salesinfo@dualgraphics.com            | \$14.6<br>-1%  | 86<br>1%                               | 11                 | 5<br>5  | 29 x 41                           | Traditional and digital printing, including print, mail, distribution and fulfillment services  | Marketing, printing, mailing static and variable, fulfillment/distribution, data services   | 1972                | Jim Joyce<br>CEO<br>(714) 990-3700/(714) 990-6818  |

Sources: Printing Impressions, the companies, and the Business Journal  
Abbreviations: NR: not ranked; NA: not applicable; wnd: would not disclose  
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<sup>(1)</sup> Business Journal estimate

<sup>(2)</sup> ColorGraphics does not designate a top local official

Researched by Dana Truong

# COMMERCIAL PRINTERS

| Rank<br>Prev.<br>Rank | Company<br>•Address  | •Website<br>•Email   | OC revenue<br>for 12 months<br>ended Dec.<br>31, 2016<br>(millions)<br>•yearly %<br>change | OC<br>employees<br>•yearly %<br>change | OC<br>salespersons | •Printing<br>presses in OC<br>•Printing<br>presses<br>companywide | Maximum<br>sheet size<br>(inches)       | Partial list of printing specialties   | Partial list of in-house<br>services   | Year<br>established | Top local official(s)<br>•Title<br>•Phone/fax  |
|-----------------------|--|--|--|--|--------------------|---|---|--|--|---------------------|--|
| <b>16</b><br>(14)     | <b>Foster Printing Co.</b><br>700 E. Alton Ave.<br>Santa Ana 92705-5610                          | fosterprint.com<br>info@fosterprint.com                            | \$13.9<br>-2%  | 32<br>-6%                              | 4                  | 3<br>3  | 60 x 81                                 | Ultraviolet press, commercial high-quality large sheet-fed, packaging, labels, point-of-purchase displays            | Computer-to-plate, bindery, trade printing   | 1988                | Tim Blackburn<br>president<br>(714) 731-2000/(714) 730-7000  |
| <b>17</b><br>(17)     | <b>K&amp;D Graphics</b><br>1432 N. Main St.<br>Orange 92867-3450                                 | kdgpp.com<br>info@kdgpp.com  | \$11.4 <sup>(1)</sup><br>NA  | 50 <sup>(1)</sup><br>NA                | 2 <sup>(1)</sup>   | wnd   | 41                                      | In-line UV-cured coating, folding carton and paperboard packaging manufacturing                                      | Computer-to-plate, die-cutting, bindery, folding, gluing cartons   | 1981                | Don Chew/Kim Chew/Montri Chew/<br>Gus Chew<br>CEO, president/senior VP/CFO/VP<br>(714) 639-8900/(714) 639-8300 |
| <b>18</b><br>(18)     | <b>American Web Inc.</b><br>22607 La Palma Ave., Ste. 401<br>Yorba Linda 92887-6714              | americanwebinc.com<br>print@americanwebinc.com                     | \$11 <sup>(1)</sup><br>NA  | 5 <sup>(1)</sup><br>NA                 | 4 <sup>(1)</sup>   | wnd   | 38 x 21                                 | Publications, catalogs, journals-mailers- inserts flyers   | Web, sheet-fed and digital presses, aqueous ultraviolet coating, digital prepress, complete bindery, mail fulfillment/newsstand distribution                   | 1981                | Randy Tyler<br>executive VP<br>(714) 524-7800  |
| <b>19</b><br>(19)     | <b>Digital Label Solutions</b><br>22745 Old Canal Road<br>Yorba Linda 92887-4603                 | digitallabelsolutions.com<br>service@<br>digitallabelsolutions.com | \$8.3<br>5%  | 37<br>6%                               | 1                  | 5<br>5  | 13 (roll presses)                       | Digital label, tag printing, digital shrink sleeve printing and seaming, digital foil pouch printing                 | Up to 7-color photo quality labels, barcodes, QR codes, variable data and consecutive numbering, die cutting, sheeting, shrink sleeves production and seaming  | 2007                | Sandy Petersen<br>co-owner<br>(714) 982-5000/(714) 982-5001  |
| <b>20</b><br>(20)     | <b>Apollo Printing &amp; Graphics</b><br>2100 W. Lincoln Ave.<br>Anaheim 92801-8206              | apganahaim.com<br>sales@apganahaim.com                             | \$8<br>5%  | 28<br>NA                               | 4                  | wnd   | 40                                      | Full-color printing, gold foil, die cutting  | Offset, digital printing; color, black and white, complete bindery, mailing services, large formats  | 1984                | Dann Ratanjee<br>president<br>(714) 527-3123/(714) 527-6585  |
| <b>21</b><br>(21)     | <b>Pacific West Litho Inc.</b><br>3291 E. Miraloma Ave.<br>Anaheim 92806-1910                    | pacificwestlitho.com<br>info@pacificwestlitho.com                  | \$7.7<br>NA  | 55<br>NA                               | 3                  | 4<br>4  | 28 x 40                                 | Brochures, flyers, catalogs, packaging materials   | Printing, bindery  | 1990                | Eric Chou<br>VP<br>(714) 579-0868/(714) 579-0837   |
| <b>22</b><br>(27)     | <b>The Castle Press<sup>(3)</sup></b><br>1128 N. Gilbert St.<br>Anaheim 92801-1401               | castlepress.com<br>sales@castlepress.com                           | \$5.6<br>26%   | 45<br>0%                               | 5                  | 7<br>7  | 28 x 41                                 | Advertising and marketing, pharmaceutical inserts, packaging   | Traditional and digital printing, online ordering and fulfillment management   | 1980                | Amy Miller<br>CEO<br>(714) 491-3981/(714) 535-2362   |
| <b>23</b><br>(23)     | <b>Avion Graphics Inc.</b><br>27192 Burbank<br>Foothill Ranch 92610-2503                         | aviongraphics.com  | \$5.5 <sup>(1)</sup><br>NA   | 46 <sup>(1)</sup><br>NA                | 4 <sup>(1)</sup>   | wnd   | 60 x 108                                | Six digital printers   | Airline, vehicle graphic services  | 1984                | Craig Greiner<br>CEO<br>(949) 472-0438/(949) 768-3794  |
| <b>24</b><br>(25)     | <b>Sir Speedy Printing and Marketing Services</b><br>26722 Plaza<br>Mission Viejo 92691-8051     | sirspeedy.com  | \$4.9 <sup>(1)</sup><br>NA   | 30 <sup>(1)</sup><br>NA                | wnd                | wnd   | wnd                                     | Signs, direct marketing, mailing services, trade shows   | Printing, marketing services, signage, finishing and binding   | 1968                | Don Lowe/Richard Lowe<br>CEO/president, COO<br>(949) 348-5000/(949) 348-5066                                   |
| <b>25</b><br>(26)     | <b>We Do Graphics Inc.</b><br>1150 N. Main St.<br>Orange 92867-3421                              | wedographics.com<br>info@wedographics.com                          | \$4.9<br>3%  | 27<br>0%                               | 4                  | 4<br>4  | 20 x 29                                 | Presentation folders, direct mail, marketing materials, corporate IDs, specialty advertising products                | Offset printing, digital printing, prepress, fulfillment, large format   | 1980                | Doug LeMieux/Steve Lehrer<br>president/VP<br>(714) 997-7390/(714) 744-4884                                     |
| <b>26</b><br>(28)     | <b>Westates Automotive Promotions</b><br>6800 Orangethorpe Ave., Ste. H<br>Buena Park 90620-1366 | westates.net<br>n.pohl@westates.net                                | \$4.8<br>12%   | 45<br>5%                               | 6                  | 4<br>4  | 20 x 28                                 | Direct mail marketing  | Custom marketing with graphic design, printing with personalization, die cutting, database management, mailing and bindery                                     | 1976                | Dale Becker<br>president<br>(800) 884-5657/(714) 736-9927  |
| <b>27</b><br>(24)     | <b>Main Graphics</b><br>15321 Barranca Parkway<br>Irvine 92618-2216                              | maingraphics.net<br>print@maingraphics.net                         | \$4.8<br>-4%   | 28<br>4%                               | 6                  | 5<br>5  | 28                                      | Litho, digital, large format, variable data print, in-house embossing/foil/die cutting                               | Corporate store fronts, direct mail, fulfillment, ad specialties, design   | 1988                | George Haggarty<br>president<br>(949) 788-6100/(949) 788-6111  |
| <b>28</b><br>(22)     | <b>Brixen &amp; Sons Inc.</b><br>2100 S. Fairview St.<br>Santa Ana 92704-4516                    | brixen.com<br>cb@brixen.com  | \$4.2<br>-26%  | 23<br>-8%                              | 4                  | 5<br>5  | 60 x 120<br>(also 120" continuous roll) | Point-of-purchase, decals, clings, wall covering, window graphics, floor graphics, large posters, standees, displays | Screen printing, large format digital, digital die-cutting/scoring, CNC routing, laser cutting, lamination, mounting, custom fabrication, complete fulfillment | 1992                | Corey Brixen<br>president<br>(714) 566-1444/(714) 566-1440   |
| <b>29</b><br>(29)     | <b>Westminster Press Inc.</b><br>4906 W. First St.<br>Santa Ana 92703-3110                       |  | \$2.9 <sup>(1)</sup><br>NA   | 30 <sup>(1)</sup><br>NA                | 2 <sup>(1)</sup>   | wnd   | 28 x 40                                 | Computer-to-plate, six-color printing, web printing for newspaper  | Bindery, ultraviolet, color proofing, aqueous coating, cd/dvd replication  | 1985                | Gary Tang<br>president<br>(714) 210-2888/(714) 210-2885  |

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<sup>(1)</sup> Business Journal estimate

<sup>(3)</sup> Previously listed as Lester Lithograph Inc.

# Commercial Printers Hold the Line on 2016 Sales

## 29 Biggest Take in \$621M Through 110 OC Presses

■ By MEDIHA DIMARTINO

Orange County's 29 largest commercial printers combined for \$621 million in sales last year, about the same as the group posted in 2015.

The revenue figure stems from production generated at locally based printing presses—110 out of 560 in the U.S.—and is used as the basis for the rankings on this week's Business Journal list.

Thirteen of the companies reported revenue increases, seven posted drops, and sales for nine firms are Business Journal estimates. Their joint local workforce was flat at 2,591.



The largest seven commercial printers retained their rankings from last year's list:

■ **No. 1, Trend Offset Printing Services Inc.** in Los Alamitos, posted an estimated \$310 million in companywide revenue from its 29 printing presses. It opened a fourth printing location in Walton, Ky. in September, a move that enables it to “cover 98% of the largest U.S. cities within a one day drive of each plant, decreasing shipping costs, as well as greenhouse gas emissions.”

Chief Executive **Aaron Day** said at the time that “strong customer interest in our new CoMbo mailing software has created the need to expand our reach so that more of our clients could take advantage of our



**New facility: Chief Information Officer Jason Meador, COO Steve Furlong, National VP of Human Resources Charlotte Troilo in front of printing location in Kentucky**

industry leading mailing solutions. We are very excited to enter the Midwest region, with Trend's signature high-quality web offset printing and finishing.”

About \$186 million of company's sales last year came from its OC operations and 15 presses here, keeping it in the top spot. The company employed 637 people here, a 6.2% uptick.

■ **Primary Color Systems** in Costa Mesa, No. 2, reported \$64 million in revenue, a 5.9% dip. The company also decreased its OC staff by 7.1%, leaving it with 325.

■ **Fontis Solutions** in Irvine, No. 3, was up by 1.3% to \$40.5 million. It cut its local employee count by 12% to 60. The company operates 37 printing presses, of which four are based in Orange County.

■ **No. 4, The Dot Corp.** in Irvine, which runs all four of its printing presses here, posted a 6.8% sales increase to \$31.8 million while reducing its workforce by 5.3% for a total of 180.

■ **SCNG Printing** in Anaheim debuted on the list at No. 8 with \$19.7 million in revenue, a 6.2% dip. The commercial printer, previously known as Freedom Printing, became part of the Southern California News Group's portfolio of assets after the U.S. Bankruptcy Court in Santa Ana approved the sale of Freedom Communications Inc. to Denver-based **Digital First Media** last year for \$49.8 million. SCNG Printing, which keeps four out of eight printing presses in OC, employed 61 here, about 8.9% more than in 2015.

■ **OCPC-an RR Donnelley Company** in

Irvine retained the No. 9 spot on the list. It grew revenue by 11.8% to \$19 million, attributing the increase to “no particular reason except hard work and outstanding service to our clients,” Chief Operating Officer **Miguel Jacobowitz** said. It also boosted its workforce by 6.3% to 85 workers here. OCPC has six printing presses in Orange County, while its parent company—whose annual revenue is more than \$11 billion—operates about 400 nationwide.

The biggest year-over-year gainers were:

■ **C2 Imaging** in Costa Mesa climbed three spots to No. 12 on the list. The company posted \$16 million in revenue, a 14.3% increase, and expanded its employment base 11.1% to 140.

■ **The Castle Press** in Anaheim posted the biggest increase in revenue—25.6% to \$5.5 million—and moved up five spots to No. 22. The commercial printer acquired a competitor in late 2015, a move that “created the bump in revenue,” according to Chief Operating Officer **Robert Miller**. The company also added equipment, which enabled it to provide new services, including “in-house design, a broader range of digital printing capability, die cutting, and mailing,” he said. Castle Press, now certified as a female-owned business, was previously known as Lester Lithograph Inc. It operates seven printing presses and has 45 employees.

■ **Westates Automotive Promotions** in Buena Park, No. 26, founded in 1970 “with the sole purpose of servicing the direct mail marketing needs of the automotive dealership” and later expanded to offer “multi-media campaigns,” posted a 11.6% increase in revenue to \$4.8 million. It operates four printing presses here and employed 45, a 4.7 uptick. ■