

THE LIST FOOD & BEVERAGE SUPPLIERS



WALLY BARAKAT
Chief Executive and President
SunRich Foods International Corp.



NATHAN BENNETT
President
West Coast Prime Meats LLC



WILLIAM L. BRIDGFORD
Chairman
Bridgford Foods Corp.



RYAN MICHAELIS
Chief Executive and President
MegaMex Foods LLC



CHRISTOPHER UNDERWOOD
Chief Executive
Young's Market Co.



MARK WETTERAU
Chairman and Chief Executive
Golden State Foods Corp.

Soup to Nuts, But No Jell-O: A Feast for OC Foodies

County Fills Shopping Cart Just Fine From Food Suppliers List

By PAUL HUGHES

Charting foodmakers in Orange County is like nailing Jell-O to the wall—given that the powdered gelatin, an early patent of which predates the 1889 formal founding of OC by 44 years, is possibly the only edible substance someone isn't making locally.

The Business Journal list this week of food and beverage suppliers ranked by employee count, presents a snapshot of an industry that generally won't sit still long enough to have its picture taken.

OC's environs are home to comestible companies involved in everything from milk and meat to seaweed snacks and acai drinks to chips and dips. In line with the county's history and reputation, we've got a major Mexican foodmaker and supplier, as well as a yogurt company. There's water, candy, dessert, veggies, beer and bread. Soup to nuts—again, literally, as long as ramen counts as soup and edamame counts as nuts.

You can serve an entire meal from the food these OCers make and deliver.

For the **McDonald's** or **Starbucks** run when a home-cooked meal isn't on the menu, Irvine-based No. 9 **Golden State Foods Corp.** in Irvine, with about \$7 billion a year in sales and 130 workers, has it covered.

Consider listed firms then a simple glance askance as surely some have eluded a steady

gaze in such a vibrant eats environment.

Got Milk

OC's got milk.

It can market it, too.

But leaving aside **California Milk Processor Board** in San Clemente, there's No. 5 **Stremicks Heritage Foods LLC** in Santa Ana, with an estimated 250 employees and \$464 million in revenue. Reuters reported in 2015 that Stremicks was looking to sell the formerly family-owned dairy processor, which the news agency said had about \$120 million in EBITDA. Texas-based **Dean Foods Co.** (NYSE: DF) was floated as a possible buyer.

A deal never emerged and in January Kansas City-based co-op **Dairy Farmers of America** bought the 53% of Stremicks it didn't own, bundling it with the buy of a smaller milk producer for a combined value of \$1.1 billion, according to **Moody's Investors Service** in New York.

Meat Market

Two quite different OC protein providers are on the list: No. 19 **Bridgford Foods Corp.** (Nasdaq: BRID) in Anaheim and No. 6 **West Coast Prime Meats LLC** in Brea.

The former makes frozen meat patties among other products and has seen its shares—despite being thinly traded and majority-controlled by a family-owned entity—triple over the last three years to a \$210 million market cap.

The latter's the latest venture of longtime local entrepreneurs **Craig Nickoloff** and **Bill Hustedt**—co-founders of the **Claim Jumper**

Restaurant chain, which the duo started in 1977 and sold 28 years later for about \$220 million.

West Coast provides top quality meat to restaurants and hotels—its buyers make regular personal visits to Midwest ranches—and annual revenue rose 24% last year to \$144 million.

L'chaim!

Health is kind of a big deal locally—remember the old California straight line about it being the “granola” state? OK, so the punchline wasn't meant kindly, but truth is the county's got nutrition coming out of its ears:

■ No. 11 **Yakult USA Inc.**, in Fountain Valley, makes yogurt-like probiotic drinks

■ No. 17 **Sambazon** in San Clemente is responsible for a line of “superfruit” and acai products

■ No. 32 **True Drinks Holdings Inc.** in Irvine sells water—“no one's ever lost a tooth from us” the old Schoolhouse Rock jingle went—backed by local investor **Vinny Smith** and his **Toba Capital**

■ No. 1 **Maruchan Inc.** in Irvine makes soup; No. 24 **Seapoint Farms** in Huntington Beach makes edamame products

■ Thank No. 3 **Ventura Foods LLC** in Brea and No. 20 **Laura Scudder's Co.** in Santa Ana for dips and chips, respectively.

Various iterations of fruits and vegetables and derivatives are made or delivered by No. 6 **Ingardia Brothers Produce Inc.** in Santa Ana, No. 13 **Family Tree Produce Inc.** and No. 21 **SunRich Foods International Corp.**, each in Anaheim; and No. 27 **Seawind Foods** in San Clemente.

No. 30 **Leaf Brands LLC** in Newport Coast,

despite its agriculturally aspirational name, doesn't deal in cabbages: it's a classic candy and cookie maker of legacy names like Hydrox, surpassed several decades ago by Oreo. Leaf Chief Executive **Ellia Kassoff** in August filed an \$800 million Federal Trade Commission complaint against **Mondelez International**, owners of Oreo, for allegedly denying Hydrox shelf space in grocery stores.

New to the list this year: No. 4 **Reyes Beer Division** in Huntington Beach, No. 23 **Good Culture LLC** in Irvine, No. 28 **Massey Honey Co.** in Yorba Linda, and No. 31 **Infinity Sauces** in Fullerton.

Pop Parts

All this makes OC a popular place for industry confabs and the occasional food company acquisition.

No. 8 **Stir Foods LLC** in Orange is the result of Chicago private equity firm **Wind Point Partners** buying two SoCal companies in 2017 and mixing them together. No. 12 Illinois-based **KeHe Distributors'** local operations in Placentia is the result of its 2014 acquisition of Nature's Best.

No. 16 **MegaMex Foods LLC** in Orange is a \$750 million joint venture of **Hormel** and Mexico-based Herdez del Fuerte, which makes and sells Mexican-style foods across the price spectrum—convenience stores to specialty outlets.

Industry attention on the area is best-repped by **Natural Products Expo West** hitting **Anaheim Convention Center** this week: it's the second-largest show at the campus and filled to the rim with food companies, including locals. ■



THE LIST FOOD & BEVERAGE SUPPLIERS

▶ NEXT WEEK'S LIST *Title Companies*

Rank	Company •Address	Company logo	OC employees •yearly % change	Companywide employees •yearly % change	Revenue for 12 months ended Dec. 31, 2018 •yearly % change	Types of food/beverages	Primary markets served	Partial list of clients	Top local official(s) •Title •Phone/fax
1	Maruchan Inc. 15800 Laguna Canyon Road Irvine 92618-3103 Website: maruchan.com		600 ⁽¹⁾ NA	4,639 0%	\$1.1 billion ⁽¹⁾ NA	Ramen noodles	Grocery	would not disclose	wnd (949) 789-2300
1	Young's Market Co. 14402 Franklin Ave. Tustin 92780-7013 Website: youngsmarket.com		600 20%	3,200 0%	\$3.1 billion -6%	Wine and spirits	Grocery, restaurants	would not disclose	Christopher Underwood CEO (714) 368-4615/(714) 368-6423 
3	Ventura Foods LLC 40 Pointe Drive Brea 92821-3698 Website: venturafoods.com		295 ⁽¹⁾ NA	3,430 ⁽¹⁾ NA	\$3.7 billion ⁽¹⁾ NA	Mayonnaise, dressings, shortenings, oils, margarine, sauces	Restaurants, retail, movie theaters, deli stores	Sysco, Taco Bell, Wendy's, Subway	Christopher Furman CEO/president (714) 257-3700 
4	Reyes Beer Division 5901 Bolsa Ave. Huntington Beach 92647-2053 Website: harbordistributingllc.com		250 ⁽¹⁾ NA	4,000 NA	\$464.0 million ⁽¹⁾ NA	Beer	Restaurants and bars, event venues, supermarkets, convenience stores, liquor stores	would not disclose	Tom Reyes president, West (714) 933-2400
5	Stremick's Heritage Foods LLC 4002 Westminster Ave. Santa Ana 92703-1310 Website: stremicksheritagefoods.com Email: wrobinson@heritage-foods.com		240 4%	975 3%	\$720.0 million NA	Milk, coffee creamers, rice, soy, protein, almond, yogurt-based beverages, soups; Kern's	Grocery	would not disclose	Sam Stremick president (714) 775-5000/(714) 775-7677

Abbreviations: NA: not applicable; wnd: would not disclose
 Note: To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Unless otherwise noted, the information on this list was

provided by the companies themselves. List may not be reprinted without permission of the editor. Photos show the first top official listed.

⁽¹⁾ Business Journal estimate

Researched by Meghan Kliever

▶ Continued on page 24

THE LIST FOOD & BEVERAGE SUPPLIERS

▶ NEXT WEEK'S LIST *Title Companies*

▶ From page 23

Rank	Company •Address	Company logo	OC employees •yearly % change	Companywide employees •yearly % change	Revenue for 12 months ended Dec. 31, 2018 •yearly % change	Types of food/beverages	Primary markets served	Partial list of clients	Top local official(s) •Title •Phone/fax	
6	Ingardia Brothers Produce Inc. 700 S. Hathaway St. Santa Ana 92705-4126 Website: ingardiabros.com Email: sam@ingardiabros.com		230 7%	230 7%	\$104.9 million ⁽¹⁾ NA	Fruits and vegetables, seafood, frozen foods, dairy products, grocery domestic and imported	Restaurants independently owned, schools, healthcare, hotels	would not disclose	Samuel P. Ingardia CEO (949) 645-1365/(949) 645-2073	
6	West Coast Prime Meats LLC 344 Cliffwood Park St. Brea 92821-4103 Website: westcoastprimemeats.com Email: info@westcoastprimemeats.com		230 0%	230 0%	\$144.0 million 24%	USDA prime, angus and Wagyu beef; pork, lamb, poultry, dry-aged beef, ground beef	Restaurants, hotels, entertainment venues, schools, other hospitality	The Cannery, El Cholo, Nick's, Montage, Oak, Arc, Surf & Sand, Rtiz-Carlton	Nathan Bennett/Craig Nickoloff/ William Hustedt president/managing members (714) 255-8560/(714) 255-0570	
8	Stir Foods LLC 1581 N. Main St. Orange 92867-3439 Website: stirfoods.com		200 0%	422 0%	\$76.0 million ⁽¹⁾ NA	Soups, stews, chilis, sauces, salsas, gravies, marinades, dressings, dips, fruit and cream cheese fillings, bakery batters and mixes, and spice blends	Restaurants, schools, retail grocery chains, industrial food manufacturing, club stores	would not disclose	Milton Liu CEO (714) 637-6050/(714) 637-6066	
9	Golden State Foods Corp. 18301 Von Karman Ave., Ste. 1100 Irvine 92612-1009 Website: goldenstatefoods.com Email: bsanderson@goldenstatefoods.com		128 -36%	4,939 -24%	\$6.9 billion 0%	Sauces, dressings, syrups, beef products, dairy-based beverages, ice cream, produce and logistic services	Restaurants and food service	McDonald's, Starbucks, Yum Brands, Chick-fil-A, Wendy's, Jack in the Box, Zaxby's	Mark Wetterau chairman/CEO (949) 247-8000/(949) 247-8092	
10	Cal Fresco LLC 6850 Artesia Blvd. Buena Park 90620-1015 Website: calfresco.com Email: fernandov@calfresco.com		111 ⁽¹⁾ NA	111 ⁽¹⁾ NA	\$116.0 million ⁽¹⁾ NA	Chilis, vegetables, fruits, melons, berries	would not disclose	would not disclose	Fernando Vargas president (714) 690-7700/(714) 690-7718	
11	Yakult U.S.A. Inc. 17235 Newhope St. Fountain Valley 92708-4209 Website: yakultusa.com		95 ⁽¹⁾ NA	20,500 ⁽¹⁾ NA	\$30.0 million ⁽¹⁾ NA	Yogurt-based probiotic drinks	Grocery	Albertsons, Ralphs, Pavilions, Gelson's	Michio Shimizu CEO/president (714) 434-6500/(714) 434-7300	
12	KeHE Distributors⁽²⁾ 701 Kimberly Ave., first floor Placentia 92870-6354 Website: kehe.com Email: contactus@kehe.com		85 ⁽¹⁾ NA	5,000 ⁽¹⁾ NA	\$720.0 million ⁽¹⁾ NA	Natural foods and products	Grocery	would not disclose	Brian McCarthy senior VP, operations (714) 996-0596	
13	Family Tree Produce Inc. 5510 E. La Palma Ave. Anaheim 92807-2108 Website: familytreeproduce.com Email: dfigueroa@familytreeproduce.com		82 -2%	82 -2%	\$37.6 million NA	Fruits, vegetables, dairy, and groceries	Restaurants, schools, hotels, supermarkets, food service industry	Red Robin, Mother's Market, Disneyland Resort, Panini Kabob Grill	Fidel Guzman president (714) 696-3037/(714) 695-2950	
14	Frieda's Inc. 4465 Corporate Center Drive Los Alamitos 90720-2561 Website: friedas.com Email: news.bureau@friedas.com		74 1%	74 -5%	\$50.0 million ⁽¹⁾ NA	Specialty fruits and vegetables	Retail, foodservice distributors	Retail and foodservice operators	Frieda Rapoport Caplan/Karen Caplan/Jackie Caplan Wiggins founder/CEO, president/VP, COO (714) 826-6100/(714) 816-0273	
15	OC Baking Co. 1960 N. Glassell St. Orange 92865-4314 Website: ocbakingco.com Email: info@ocbakingco.com		70 ⁽¹⁾ NA	70 ⁽¹⁾ NA	\$6.5 million ⁽¹⁾ NA	Wholesale bakery/bread	Restaurants, resorts, hotels	Montage Laguna Beach, The Resort at Pelican Hill, The Ranch, Dove Canyon Country Club	Dean Kim founder (714) 998-2253/(714) 998-2261	
16	MegaMex Foods LLC 333 S. Anita Drive, Ste. 1000 Orange 92868-3318 Website: megamexfoods.com		65 0%	3,900 11%	\$750.0 million NA	Fresh, frozen and shelf-stable Mexican foods	Grocery, convenience stores, restaurants	Costco, 7-Eleven, Subway	Ryan Michaelis CEO/president (714) 385-4500	
17	LT Foods Americas 11130 Warland Drive Cypress 90630-5032 Website: ltfoodsglobal.com Email: info@kconnect-pr.com		50 ⁽¹⁾ 0%	896 -13%	\$365.0 million ⁽¹⁾ NA	Basmati and jasmine rice, grape seed oil, tea, sauces	Grocery	would not disclose	Vivek Chandra CEO/global brand business (562) 340-4040	
17	Sambazon 209 Avenida Fabricante, Ste. 200 San Clemente 92672-7544 Website: sambazon.com Email: info@sambazon.com		50 9%	276 20%	\$150.0 million ⁽¹⁾ NA	Açaí and other superfoods from the rainforest, frozen goods, energy drinks, juices, sorbet, ready-to-eat-bowls, smoothies	Grocery stores, universities, food services, businesses, direct-to-customer	Whole Foods Market, Costco, Target, Albertsons, Sprouts, Ralphs, Vons	Ryan Black co-founder/CEO (949) 498-8618	

Abbreviations: NA: not applicable; wnd: would not disclose

Note: To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Unless otherwise noted, the information on this list was provided by the companies themselves. List may not be reprinted without permission of the editor. Photos show the first top official listed.

⁽¹⁾ Business Journal estimate


⁽²⁾ Previously listed as Nature's Best Powered by KeHE

Researched by Meghan Kliever

THE LIST

FOOD & BEVERAGE SUPPLIERS

▶ NEXT WEEK'S LIST *Title Companies*

Rank	Company •Address	Company logo	OC employees •yearly % change	Companywide employees •yearly % change	Revenue for 12 months ended Dec. 31, 2018 •yearly % change	Types of food/beverages	Primary markets served	Partial list of clients	Top local official(s) •Title •Phone/fax	
19	Bridgford Foods Corp. 1308 N. Patt St. Anaheim 92801-2581 Website: bridgford.com		40 -22%	557 2%	\$174.3 million 4%	Frozen bread products, beef jerky, ready-to-eat sandwiches	Grocery	Stater Bros., Walmart, Dollar General, Price Chopper, online	William L. Bridgford chairman (714) 526-5533/(714) 992-9321	
20	Laura Scudder's Co. LLC 1537 E. McFadden Ave., Ste. B Santa Ana 92705-4317 Website: laurascudders.com		25 ⁽¹⁾ NA	25 ⁽¹⁾ NA	\$5.0 million ⁽¹⁾ NA	Chips, dips, seasoning mixes	Grocery	Safeway, Ralphs, Vons, Stater Bros.	Michael Gallegos owner (714) 444-3700/(714) 444-3701	
21	SunRich Foods International Corp. 1240 N. Barsten Way Anaheim 92806-1822 Website: sunrichfoods.com		18 20%	18 20%	\$8.5 million 1%	Meat products, dairy products, pancake and waffle mixes, sauces, pizza	Restaurants, theme parks, retail, hotels	US Foods, Sysco, Southwest Traders, PFG, Reinhart	Wally Barakat/Alex Barakat CEO, president/VP, partner (714) 632-7577/(714) 632-7578	
22	Ezaki Glico USA Corp. 18022 Cowan, Ste. 100 Irvine 92614-6805 Website: glico.com/us Email: info@glicousa.com		17 -15%	20 0%	\$60.0 million 50%	Confections	Retail	Costco, Kroger, Walmart, Safeway, Target, Ralphs	Akitoshi Oku president (949) 251-0144/(949) 251-0388	
23	Good Culture LLC 1621 Alton Parkway, Ste. 250 Irvine 92606-4876 Website: goodculture.com		16 NA	16 NA	wnd	Cottage cheese and other dairy products	Grocery stores	would not disclose	Anders Eisner/Jesse Merrill co-founder, chairman/co-founder, CEO	
24	Interfresh 2019 W. Orangewood Ave., Ste. A Orange 92868-1974 Website: getinterfresh.com Email: info@getinterfresh.com		15 ⁽¹⁾ NA	50 ⁽¹⁾ NA	\$40.0 million ⁽¹⁾ NA	Fruits, vegetables, contract cold storage	Upscale, independent grocery	would not disclose	Craig Smith/Chris Puente CEO/president (714) 449-1669/(714) 385-1140	
24	Seapoint Farms 20042 Beach Blvd., Ste. 102 Huntington Beach 92648-3702 Website: seapointfarms.com Email: info@seapointfarms.com		15 ⁽¹⁾ NA	40 ⁽¹⁾ NA	\$75.0 million ⁽¹⁾ NA	Soybeans, edamame, seaweed, fruit and nut mixes	Grocery, schools	Ralphs, Mother's Market, Stater Bros., Walmart, Sprouts, Amazon, Whole Foods Market, Gelson's, Bristol Farms	Kevin Cross/Laura Cross CEO/president (714) 374-9831	
26	Morinaga America Inc. 4 Park Plaza, Ste. 750 Irvine 92614-5211 Website: morinaga-america.com Email: info@morinaga-america.com		14 ⁽¹⁾ NA	14 ⁽¹⁾ NA	\$50.0 million ⁽¹⁾ NA	Candy products (Original Hi-Chew, Hi Chew Sours, Hi-Chew Bites)	Retail	Kroger, Safeway, Walmart, Costco, 7-Eleven, Walgreens	Masao Hoshino CEO, Morinaga America (949) 732-1155	
27	Seawind Foods 120 S. El Camino Real, Ste. 202 San Clemente 92672-4049 Website: seawindfoods.com Email: info@seawindfoods.com		10 67%	10 67%	\$20.0 million ⁽¹⁾ NA	Dehydrated fruits and vegetables, ingredients for snack bars, soup mixes, pet foods, dried fruit bins	Food processors, retailers, national brands	Food manufacturers and marketers of branded consumer foods; retailers	Garry Green CEO (949) 542-8382/(949) 542-8392	
28	Massey Honey Co. 18573 Yorba Linda Blvd., Ste. 206 Yorba Linda 92886-4135 Website: masseyhoney.com Email: info@masseyhoney.com		5 ⁽¹⁾ NA	5 ⁽¹⁾ NA	wnd N/A	Honey manufacturing/beekeeping	Grocery/retail, gift shops, health food markets, cheese shops	Mother's Markets, Erewon, The Butchery, Lassens, Rodgers Gardens, Salt and Straw	Ryan M. Smith founder/president/operations manager (800) 775-7443	
28	Positive Energy Beverages LLC 3972 Barranca Parkway, Ste. J, P.M.B. 290 Irvine 92606-8291 Website: drinkpositiveenergy.com Email: feedback@drinkpositiveenergy.com		5 ⁽¹⁾ NA	5 ⁽¹⁾ NA	\$5.0 million ⁽¹⁾ NA	Energy, organic, non-GMO verified, certified gluten free, certified vegan, fruit	Natural, grocery, club, mass, convenience, colleges, corporate cafeterias	Whole Foods Market, Sprouts, Walmart, Costco, Sam's Club, Stanford University, UC Irvine, Chapman University, Google, Qualcomm	Mike Cancellari founder/CEO (949) 706-6725	
30	Leaf Brands LLC Newport Coast 92657-1302 Website: leafbrands.com Email: kassoff@leafbrands.com		4 0%	4 0%	\$2.0 million 33%	Confections, snacks	Grocery and convenience stores, specialty candy stores, wholesale	Cracker Barrel stores, Cost Plus World Markets, Sweet Factories, It's Sugar stores, Dylan's Candy Bar stores, Rocket Fizz stores	Ellia Kassoff CEO (949) 424-1664	
31	Infinity Sauces P.O. Box 10771 Fullerton 92838-6771 Website: infinitysauces.com Email: infinitysauce@gmail.com		3 0%	3 0%	\$100,000 NA	Hot sauce and condiments	Retail, restaurants, events, website(s)	Alta Baja Market, Snooze, Hilton	John Kessler owner/CEO (949) 466-5967	
32	True Drinks Holdings Inc. 2 Park Plaza, Ste. 1200 Irvine 92614-2562 Website: truedrinks.com Email: ir@truedrinks.com		1 -92%	1 -92%	\$1.9 million ⁽³⁾ -50%	Naturally flavored water, energy drinks	Grocery	Albertsons, Amazon, Kroger, Ralphs, Rite Aid, Sam's Club	Robert Van Boerum principal executive officer/ principal financial officer (949) 203-3500	

Abbreviations: NA: not applicable; wnd: would not disclose

Note: To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Unless otherwise noted, the information on this list was provided by the companies themselves. List may not be reprinted without permission of the editor. Photos show the first top official listed.

⁽¹⁾ Business Journal estimate

⁽³⁾ Revenue for nine months ended Sept. 30, 2018

Researched by Meghan Kliever