Volume 19 • Issue 1 1st Quarter 2017

CALIFORNIA

ELK GROVE 916.683.1000

SACRAMENTO 916.442.1202

GALT **209.745.2900**

NEVADA

RENO **775.746.0200**

www.phenixprint.com

Get Your 2017 Custom Marketing Materials!

Get a jump on the new year (and the competition!) by ordering your 2017 marketing materials now! Choose from several of our unique and innovative calendar items, all completely customizable to include your company logo, colors and information.

Don't see what you want? Call one of our offices to ask about countless other items!

Tear-Off Calendar Mouse Pads

Start off the new year with your own calendar mouse pads! Use your company logo and colors on our unique note pad format that doubles as a mouse pad, complete with 2017 calendar.

Our custom Phenix mouse pads have been a favorite with our clients. This year, market your own company with the same format that has been such a hit with our customers.

Each pad is printed on a special felt stock, allowing computer mouses to roll. Of course, the felt finish we use also works with optical mouses.

Order before Jaunary 31st, 2017 and get 100 calendar mouse pads for only \$195!





Calendar Pocket Cards

Keep all of 2017 (and your information!) at your clients' fingertips with calendar pocket cards.

The size of a standard business card, our handy pocket cards come in full color and incorporate your business information along with a 2017 calendar.

This useful yet compact item is a resource your clients will rely on for the entire year!

PRINTING EXCELLENCE SINCE 1996



The First 20 Years

2016 marked the 20th Anniversary of Phenix. Owner Eric Hodgson an working with a small printing company in Southern California ...and counting! began working with a small printing company in Southern California

as an intern while attending college. As it turned out, the company was not exactly financially stable, thus the interning position... free labor! Needing the credits for his major, Eric approached his counselor about getting a new internship. Already well into the semester, Eric's class advisor recommended that he "Stick it out and learn what you can" while he could.

With this newfound advice (along with the fact that the other internships had all been filled or closed!), Eric began learning about all aspects of the printing industry, from graphic design to press operation. Within six months, Eric and the existing staff had turned the company around to the point

where the owner received an offer of a buyout from a competitor. The owner, tired of years of economic struggle, jumped at the offer... actually going to work for his competitor as a sales

The new owner sold off some of the existing equipment, at which time Eric purchased a small, two color press that was to be liquidated in the sale. This press, an AB Dick 360, is still in use today at our production facility.

From the ashes of the old company rose a new one, Phenix. The question of how we spell Phenix originates from that event... spelled after the ancient Phenix bird (without the 'o') of Egyptian mythology.

Like the mythological Phenix, the new company was destined to carry great loads, and heal more than a few deep wounds with

20 years later, Phenix has risen to a new level of customer service and product quality as one of the fastest growing companies in our area. We would like to thank everyone who has trusted us with their orders over the past decades, as we look forward to serving all of you for the next 20 years and beyond!



This year was the most successful Toys for Tots Drive we have ever had! We'd like to take this opportunity to thank all of the individuals and businesses who gave so generously to our Toys for Tots drive to benefit underprivileged children right here in our communities of Elk Grove, Sacramento, Rancho Cordova and Reno.

1996 - 2016

The most amazing contribution this year was the donation of this giant teddy bear from the California Dental Association.

It is because of the companies, organizations and individuals who donated an unwrapped toy for either a boy or girl, who made this program so

All who donated truly made a big difference for countless children this past holiday season.

We look forward to participating in next year's Toys for Tots drive, and hope we are able to collect even more gifts for some very special children in our community in need of extra holiday cheer.



Zika & West Nile Virus Seminar

Phenix to Attend the AMCA National Conference in San Diego

Phenix is pleased to be a part of the American Mosquito Control Association's Annual Meeting, to be held this year in San Diego. The week-long



conference is the premier event held by the American Mosquito Control Association, or AMCA. Founded in 1935, the AMCA is a scientific and educational, not-for-profit public service association operating under the corporation laws of the state of New Jersey. It is world-wide in scope, with members and subscribers to its publications in over 50 countries. Phenix has been a proud member of the AMCA for over ten years now, and we have participated in several of the association's annual meetings.

The AMCA Annual Meeting is the premier education and networking event for researchers, educators, vector control professionals, industry representatives, and researchers in mosquito control. Every year since 1935, hundreds gather to hear the latest research, share ideas, and form collaborations. The AMCA's educational sessions and exhibit hall help to put attendees on the cutting-edge of this ever-expanding field. One annual meeting is held each year in a different part of the country. At these meetings, which are attended by leading mosquito workers from around the United States as well as from

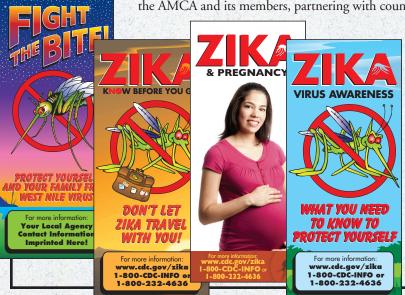
other countries, a great many seminars are presented reporting the latest research and operational control progress.

The AMCA is not a governmental agency, nor is it subject to political control... but its services are provided mainly to public agencies and their principal staff members engaged in mosquito control, mosquito research and related activities. Phenix has been producing West Nile Virus public awareness

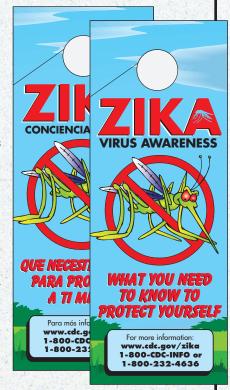
and educational materials to AMCA members including mosquito vectors, city and county municipalities, and local public health agencies for over a decade. Last year, Phenix began producing educational materials addressing the Zika Virus. In just the last six months of 2016, Phenix produced over 250,000 Zika educational awareness pieces for various agencies in ten states. With the exposure of attending this year's conference in San Diego, Phenix could be looking at producing well over a million Zika items, along with the continued production and distribution of our established West Nile Virus materials.

With the first domestically contracted Zika cases now being reported in Texas, as well as the previous cases found to have been contracted in several parts of Florida, this year's conference promises to be one of the most important gatherings of industry leaders in the AMCA's long history.

Phenix is proud to have maintained such a long relationship with the AMCA and its members, partnering with countless agencies to



increase public awareness of these mosquito borne diseases. We look forward to attending this year's meeting, and our continued role in educating citizens around the country... and possibly even around the world!



Zika Awareness materials include brochures, doorhangers, posters & postcards designed to educate people about the disease.

Smart Ways to Use Your Business Card

Your business card is one of the most valuable networking tools you have in your quest for increased referrals. The business card is the most powerful single business tool, dollar for dollar, that you can invest in. It's compact, energy-efficient, low-cost, low-tech, and keeps working for you hours, weeks and even years after it leaves your hands!



The two main functions of your card are to gain business from the person you give it to and to get your name out to other people with whom the first person comes in co

it to and to get your name out to other people with whom the first person comes in contact with via referrals. Make your cards accessible in every situation. In short, don't leave home without them! It's a great idea to keep a small box of your cards in your glove box, just in case you find yourself in a situation where you need more than you've carried in your pocket or purse. Tuck them away in your briefcase, wallet or computer bag just to make sure you never run out.

In addition to being sure you have your cards on hand, be sure that your networking partners always have your cards. Check with them regularly to see if they need more, and be ready to provide them with whatever quantity they say they need in order to promote you.

And finally, keep an eye on your supply. The time to reorder is before you're in danger of running out!

C O U P O N

Start 2017 with Calendar Mouse Pads 1000 pads for \$195

Your Logo • 25 Sheets Per Pad • Full Color

Expires 3/31/17 • Limit One Per Customer • Some Restrictions Apply

916.683.1000

916.442.1202

200 745 2000

RENO 775.746.0200

