



OFF-THE-CUFF

a publication from



In This Issue...

- Moorpark Celebrates 20 Years
- 45 Years of Cleanroom
- Annual Sales Conference
- El Paso Service Center Opens
- Moorpark Customer Spotlight
- 2004 Awards
- Management Changes

About Prudential

Prudential Overall Supply offers a variety of uniform service programs, and is a supplier of facility services and industrial products.
Quality Service Since 1932

Prudential's Mission Statement

Prudential Overall Supply is committed to excellence in:

- 1 Delivering quality service and products that meet or exceed customer requirements and earn customer satisfaction.
- 2 Developing all employees to achieve their full potential.
- 3 Providing a safe, clean and efficient work environment.
- 4 Conducting all business relationships with integrity.

Moorpark Plant Employees Celebrate 20 Years Of Quality Service.



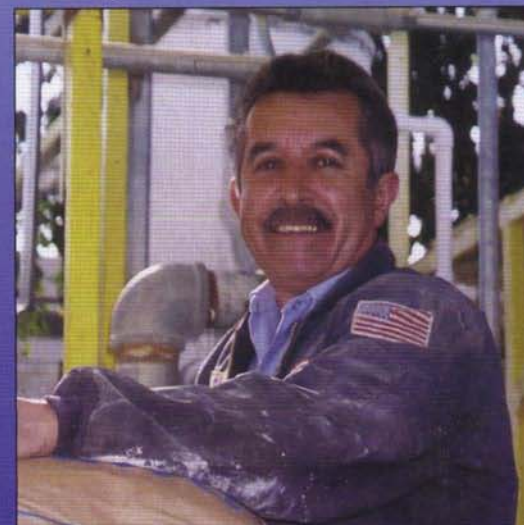
Daniel Lemus (05/24/01)
Utility Worker & Safety
Committee Coordinator



L-R:
Maria Bernal (09/20/93)
Maria Troncoso (12/22/97)
Laundry Workers

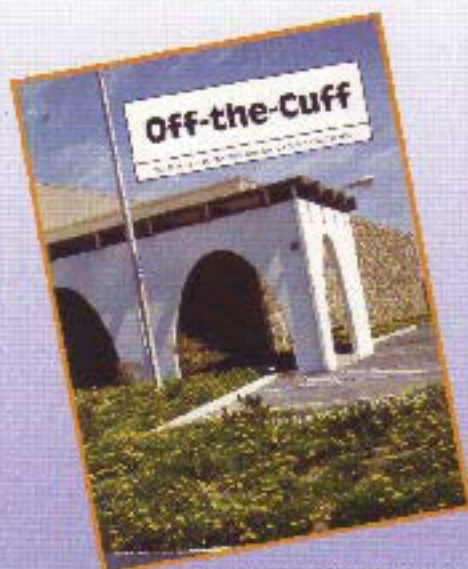


Gina Estrada (11/17/86)
Production Supervisor



Rafael Gonzalez (09/14/92)
Maintenance Helper

History of the Moorpark Plant - 1985



The Moorpark Plant opened in December 1985 and was featured in the Fall 1986 Off-the-Cuff.

- First dust route in area: 1960's
- Year opened: 1985
- Current number of employees: 51
- Current number of routes: 16



Mark Elbertson (02/1988) promoted to Regional Manager in January 2003, is Regional Manager for Moorpark and other plants in the Northern Region. Mack was the General Manager of the Moorpark Plant in 1994-1997.



Chris Kalert (03/28/90) Irvine General Manager formerly the General Manager of the Moorpark Plant in 1997-1998.



Moorpark Plant 2005



Meet the Moorpark Plant Management Team



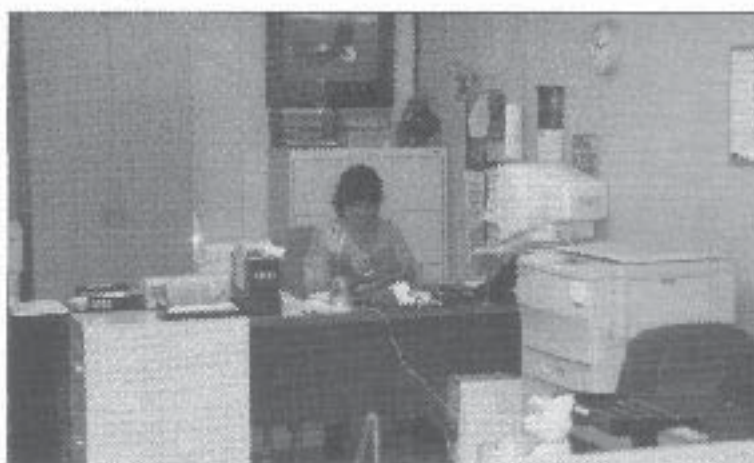
Mark Stanton (07/13/92)
General Manager
Mark began as a Customer Sales Representative in Tucson, Arizona. He enjoys working with people and building good relationships. Mark is originally from Wisconsin, is married and has two sons.



Brian Cole (08/11/94)
Sales & Service Manager
Brian inherited his wild side from his relative, the infamous Jesse James, who was a 3rd cousin by marriage. Brian has also been acting in various television shows and movies, including a two year stint on Days of Our Lives. Brian is engaged to be married to Cherie.



Keir Sole (11/29/90)
Route Manager
He started as a Customer Sales Representative. Keir was born in Chicago and enjoys dealing with customers.



Dave Suher (04/17/00)
Route Manager
Dave is a California native and is married with three children. He enjoys meeting new people.

Office Support



Phyllis Felandson (03/03/03)
Office Manager
Phyllis enjoys cheering on her son at his many sports activities.



Heidi Phelps (01/06/03)
Office Clerk



Kristi Vandenharn (01/13/04)
Accounts Receivable Clerk

Moorpark Plant Customer Sales Representatives (CSRs)



Tom Nixon (03/01/83) left
Doug Clark (02/07/83) right
In 2003, General Manager Mark Stanton
(center), presented 20 year pins and certificates
to both Customer Sales Representatives.



L-R:
Tim Prescott (10/04/04)
Eric Najolia (11/12/01)
Bob Perock (08/22/01)
Ramon Vega (09/27/04)



L-R:
Raul Munoz (10/06/04)
Larry Stark (11/03/80)
Mike Verhagen (05/15/04)



Doris Zaldana (02/25/02)
Sales & Service Representative

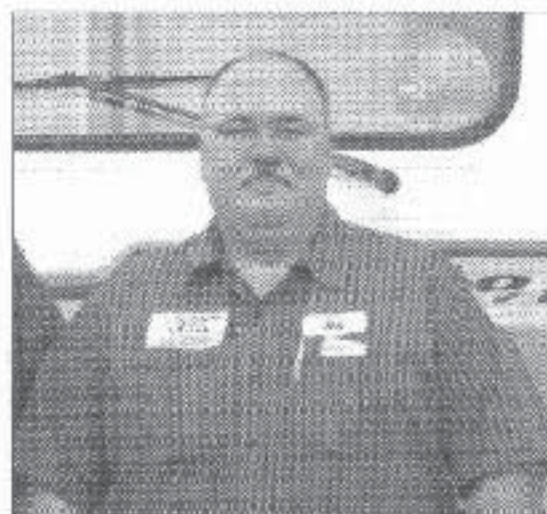


Moorpark trucks receiving maintenance

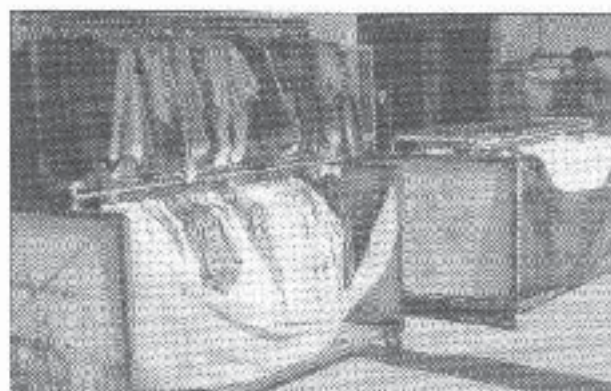
Moorpark CSRs continued



L-R:
Janie Medrano (11/05/02)
Ralph Gomez (03/18/02)
Mario Garcia (09/16/03)



Hal Bush (03/10/03)



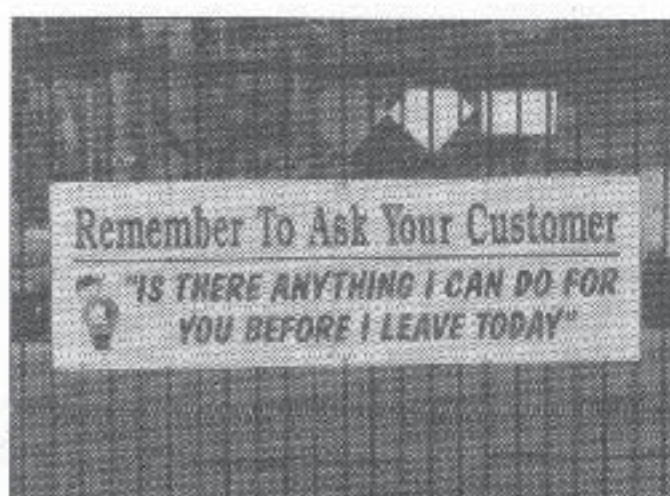
Freshly washed garments ready to be delivered to our Moorpark customers.



Brian Hair (09/03/02)
 Customer Sales Representative



L-R:
Doug Clark (02/07/83)
Mike Mattei (11/18/02)
 Moorpark Customer Sales Representatives

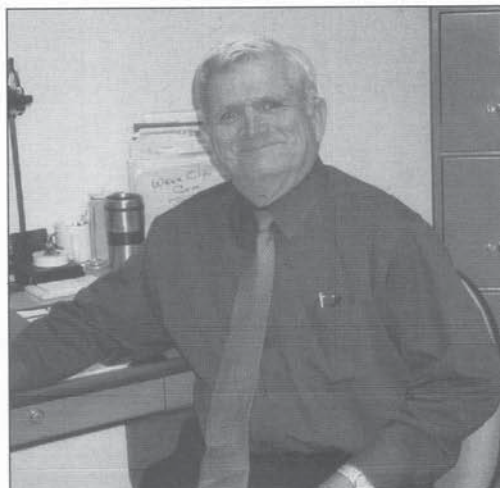


This is the motivational "reminder" sign that the Customer Sales Representative's see before leaving the Moorpark Plant to head out on their daily routes.

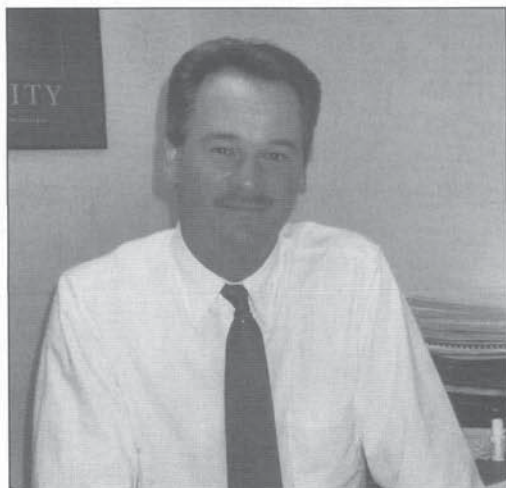
Moorpark Plant Corporate Sales Representatives (CoSRs)



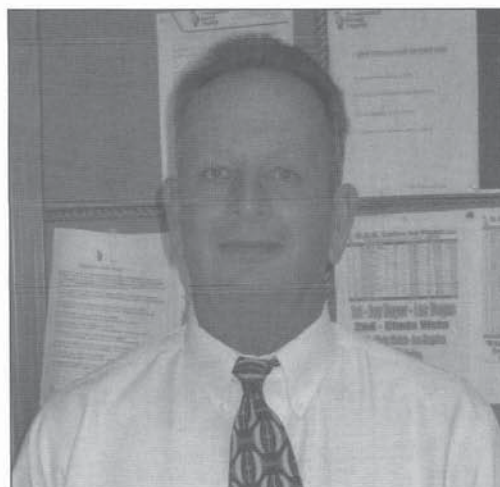
Matthew Alba (01/05/04)
District Sales Manager for Moorpark and
Van Nuys Plants.



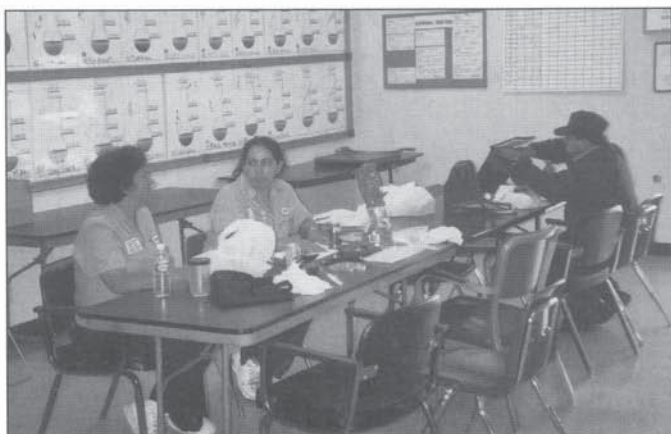
Bob Schuster (04/26/99)
Corporate Sales Representative
Bob was born in Illinois and has been married
for 33 years. He has three children and three
grandchildren.



Bob Ingle (12/30/03)
Corporate Sales Representative
Bob is a California native. He has been
married for 13 years and has two children.
Bob enjoys meeting new people.



Jim Long (10/11/04)
Corporate Sales Representative
Originally from Illinois and moved to
California in 1957. He enjoys the challenge of
pioneering new territories for Prudential.

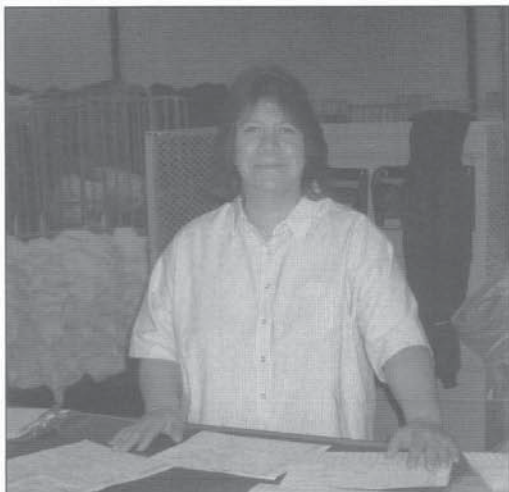


Moorpark lunchroom.

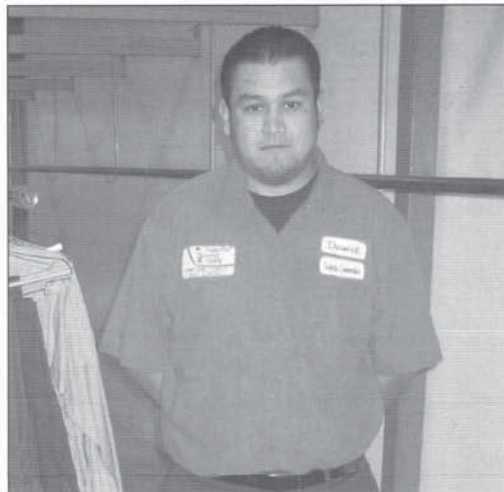


Waste water treatment system at Moorpark.

Moorpark Plant Production



Gina Estrada (11/17/86)
Production Supervisor
Gina is a California native who has been married for 15 years and has two sons. She enjoys working with her Prudential co-workers.

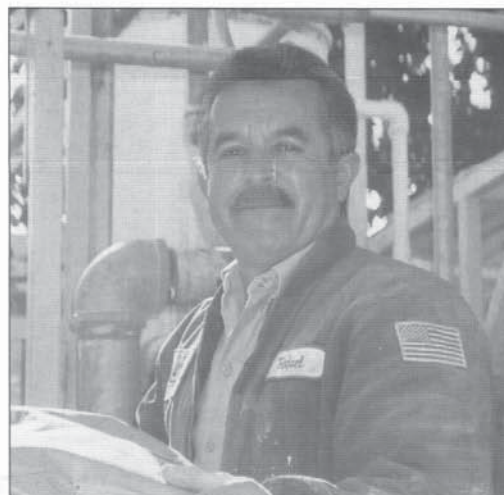


Daniel Lemus (05/24/01)
Utility Worker & Safety
Committee Coordinator

Maintenance Team



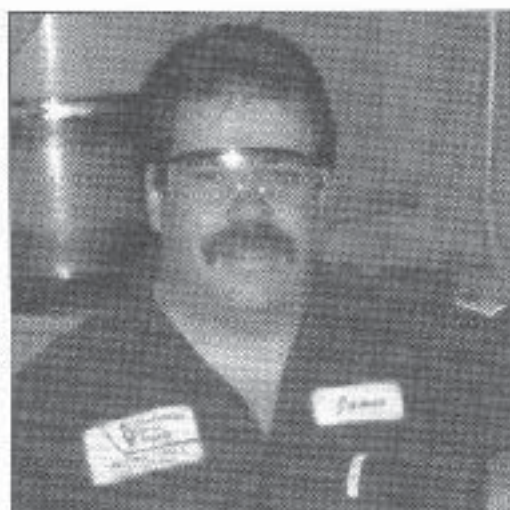
Jose Lopez (12/04/86)
Maintenance Supervisor



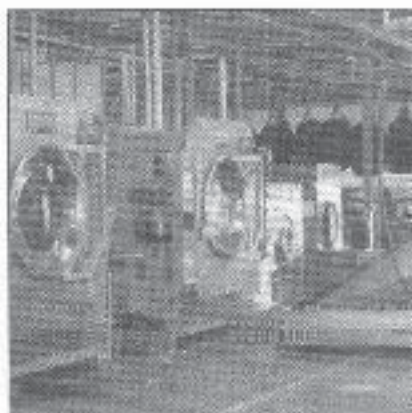
Rafael Gonzalez (09/14/92)
Maintenance Helper



Meet the Moorpark Wash Department



Jamie Bustos (03/06/91)
Washer



Washers



Jamie Bustos (03/06/91)
Hard at work in the wash department.



Hugo Contreras (10/28/02)
Soil Sorter

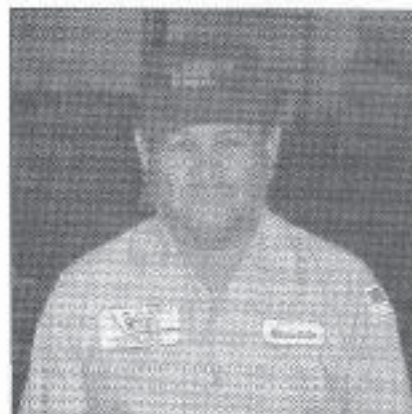


Wash Department



Hugo Contreras (10/28/02)
Just about ready to sort more towels.

Say Hello to the Moorpark Order Fillers



Heriberto Marron (12/10/93)
Order Filler



Salomon Trancoso (01/26/98)
Order Filler



Jesus Miguez (03/07/95)
Order Filler

== Greetings to the Moorpark Laundry Workers ==



L-R:
Luzmila Mercado (04/02/03)
Martha Alcala (01/15/02)
Emilia Betancourt (02/16/98)
Laundry Workers



L-R:
Maria Bernal (09/20/93)
Maria Troncoso (12/22/97)
Laundry Workers



Luzmila Mercado (04/02/03)
Laundry Worker
Congratulations to Luzmila who
became a United States Citizen
on 04/19/05!



Moorpark supply cage.



Maria Guerrero (10/04/90)
Laundry Worker



Moorpark mat area where Order Fillers work.

—MOORPARK & VAN NUYS Company Picnic—



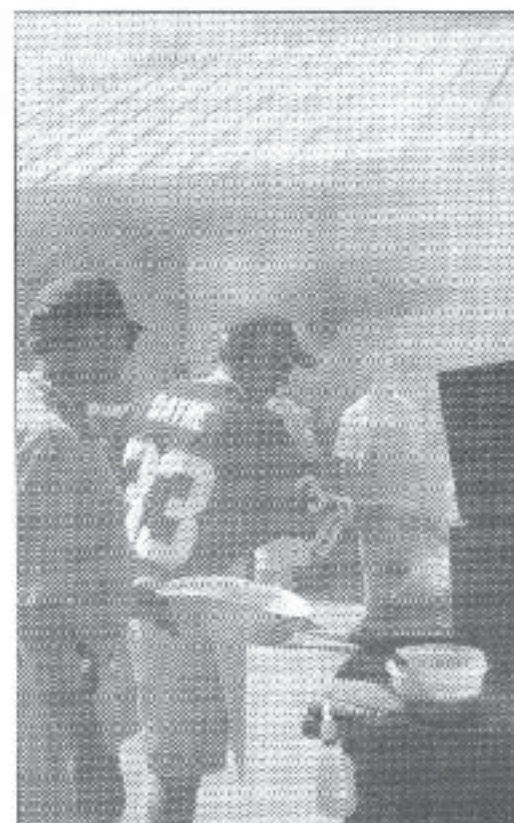
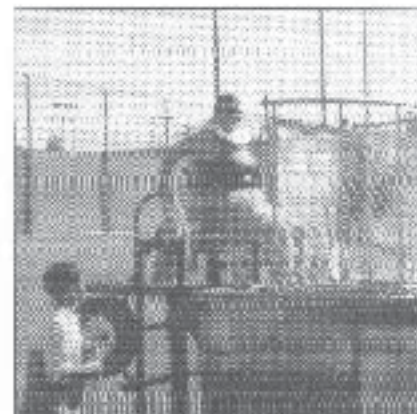
L-R:
Petra Holguin (04/01/86)
 Moorpark Laundry Worker
 &
Phyllis Erlandson (03/03/03)
 Moorpark Office Manager
 Preparing twenty-six whole chickens
 for the picnic.



Mark Stanton (07/13/92)
 Moorpark General Manager
 Before and after photos...
 of "working in the tank".



Phyllis Erlandson (03/03/03)
 Moorpark Office Manager
 Before and after photos...
 "also working in the tank".





El Paso Service Center Opens

Location #51 • 200 East Sunset Drive, Suite G • El Paso, TX 79922
(915) 581-8133 • (915) 581-8138 Fax

The El Paso Service Center is serviced by the Tucson Plant with Mitch Cummins as the General Manager.

MGO (Marketing Group One)

The three week El Paso, Texas and Las Cruces, New Mexico MGO market entry campaign concluded with total revenue of \$7,568 and 190 total accounts. Over 2,500 qualified new prospects were fed into the El Paso service center's MAP system.



Sam Ross (05/20/00) Tucson
Corporate Sales Representative
Top Sales Person in the MGO!

MGO Groups

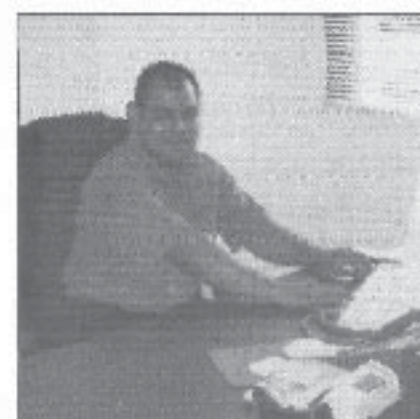


L-R Front:

Mari Alba (01/03/01) District Sales Manager
Steve Hernandez (06/20/01) Prescott Service Center
Jose Chavez (12/13/01) El Paso Service Center
John Pennington (01/02/01) District Sales Manager
Tom Thorpe (06/17/02) District Sales Manager
Dwayne Marcus (02/26/98) Fresno
Dean Killian (08/06/95) Director of Sales

L-R Back:

Tim Rotell (04/12/99) District Sales Manager
Gene LeClair (04/15/99) Chula Vista
Sam Ross (05/20/00) Tucson
Jim Miller (01/05/99) Vista
Eric Stewart (06/09/03) Riverside
Francis Rich (01/29/00) District Sales Manager
Jeff Zeidman (10/10/85) Tucson
Andy Halliday (11/10/03) Los Angeles Industrial
Joey Pardini (09/29/03) Sacramento
Adrian Garcia El Paso Service Center



Genaro Rueda (05/11/05)
Service Center Manager

Genaro was born in El Paso. He is married and has two boys. He has a bachelor's degree and will receive his Masters in Business Administration in March 2006. Genaro's goal is to have enough business in El Paso where POS can build a plant.



L-R Front:

Mark Fragus (00/03/02) Fresno
Sherrie Lowe (07/28/03) District Sales Manager
Bill Reyes (12/13/01) Tucson
Marlon Wilkins (12/20/96) District Sales Manager
Tony Fernandez (08/01/98) Phoenix
Mark Mendez (12/06/04) San Antonio

L-R Back:

Tim Rotell (04/12/99) District Sales Manager
Scott Chaffin (12/13/99) District Sales Manager
Randy Schmucker (05/20/97) Phoenix
Joe Cook (06/17/02) District Sales Manager
Dennis Burney (07/09/94) Van Nuys
Don Hammond (04/03/00) Fresno
Jose Chavez (12/27/04) El Paso Service Center



Jose Chavez (12/13/01)
Corporate Sales Representative
Jose has lived in El Paso for 34 years. He is married and has two children. Jose is excited about the opportunity in El Paso and the growth expected there.



L-R:

George Delgadillo (09/01/05)
Customer Sales Representative
Joel Perez (06/20/05)
Customer Sales Representative

Garment Coordinator in Oregon Provides Outstanding Service to His Customer.



Paul Banks 07/07/03
Garment Coordinator Milpitas Cleanroom

A Letter from His Supervisor:

Most of the time it takes a team of dedicated people working in concert to meet and exceed our customer's expectations. Sometimes, however, the performance of one individual deserves special acknowledgement. The consistently above average contributions of Paul Banks (07/07/03), our garment coordinator assigned to Maxim in Oregon, warrant such attention.

Paul is our lone garment coordinator serving our largest customer in the Pacific Northwest. Because of the 600 miles distance from the Milpitas Cleanroom Plant (10), Paul is required to work without much direct supervision or backup. For over two years now, we have received nothing but positive comments from our customer about Paul's performance. Maxim has even been interested in hiring Paul for their own team. Paul does not miss work ("Car to work each day, it is of the essence"), and truly cares about our customer and our mission. One current example of Paul's example of Paul's commitment: Paul had a vacation scheduled for the week of 07/11/03. During the previous week we trained a temp to cover the shift. Unfortunately she was a "no-show" on Monday, 07/11/03. I was informed of this at approximately 9:10am. Having no other immediate recourse, I called Paul at home and (reluctantly) asked him if he could come into work. Paul was at our customer by 10:00am "taking care of business". Later that day we were able to acquire the services of another temp. Paul stayed to train the temporary worker and to make sure he would be able to satisfy our customer while Paul took his four remaining days of vacation.

I would like to extend to Paul my thanks for a "job well done".

Mike Romeyn
Service Manager, Milpitas Cleanroom

A Letter from His Customer:

Clay and Mike... Just wanted to drop you a quick note to let you know to this point, how much we here at Maxim recognize and appreciate the work Paul Banks does for us on a daily basis. Paul is an efficient and effective worker as I have seen in my 20+ years in manufacturing. It is a difficult job - dealing with someone else's dirty laundry - and Paul always ensures he is professional. It is rare indeed that someone in that position can work for a company as long as Paul has without having a single complaint lodged against him.

Paul always represents Prudential with a sense of pride and ownership. Although working within the Maxim facility, Paul is proud of the fact that he is a Prudential employee and has nothing but the best to say concerning his job and those to whom he reports. He deals with issues in a timely manner and can always be counted on to take care of any shortages or evacuations Maxim may have - including coming in on his own time and Sunday mornings. Having Paul on site makes it easier for me to do my job as the laundry is one less thing I have to worry about.

It would be a loss to Maxim should Paul ever decide to leave for other employment. If Paul were one of my employees, I would ensure I do everything possible to keep him happy with his compensation and position within the company.

Thanks,

Kevin Call, Production Manager
Maxim Integrated Products

A Letter from His Account Executive:

I want to nominate Paul Banks for employee of the year! He continues to go above and beyond the call of duty in supporting our biggest customer in the Northwest.

- He has never missed a day of work
- He works Sundays to cover the absence of support
- He works un-supervised
- Our customer loves him
- He is positive and optimistic
- He cares about his role on our team

He deserves our appreciation.

Thank you.

Clayton W. Foutch
Account Executive, Milpitas Cleanroom



MPTP (Management Potential Training Program) Seminar held at the Corporate Office June 13th 2005



L-R:

Christopher Sheirer (02/08/05), Christopher Spinks (02/08/05), Joel Figueroa (02/08/05), Leigh Turner (06/02/05),
Charlie Cheatham Jr. (06/01/05), Charles Faison, Jr. (06/09/05), Keith Greene (03/28/05), Scott Willis (06/13/05), Rosa Cuevas (03/28/05)

Fleet Maintenance Seminar held at the Corporate Office July 21st - 22nd, 2005



Front Row L-R:

Leonardo Contreras (10/27/93) Chula Vista, Orlando Rojas (09/30/92) Central Garage, Miguel Ortiz (01/25/82) Irvine, Eleazer Marino (05/24/90) Central Garage, Nain Velazquez (02/24/94) Central Garage, Juan Tellez (11/14/01) Fresno, Alber Velazquez (10/11/04) Central Garage, Jose Torres (07/11/95) Central Garage, Ernesto Escobar (11/04/85) Van Nuys

Back Row L-R:

Pedro Mota (01/22/79) Cerritos Dist, Doug Geer (02/01/83) Director of Fleet Operations, Corporate Office, Robert Byrd (03/31/05) Moorpark, David Forst (03/26/81) Tucson, John Bristol (12/01/03) Vista, Marvin Cooper (06/14/05) Riverside, Enrique Sanchez (08/07/81) Central Garage, Fabian Aguirre (03/09/05) Phoenix, Adolfo Flores (03/15/04) Riverside, Lance Kasza (05/04/05) Austin, Ernest White (04/19/93) Central Garage Not Pictured: Ronald Lemus (06/20/86) Carson

Sterile Goggle Program



The proper operation of an aseptic cleanroom has always required the greatest attention to every detail. The highest standard of operation and control must be maintained. One of these controls has long been the use of sterile cleanroom garments.

The standard aseptic gowning configuration calls for the use of goggles to contain contamination from the operator's eyes and face. Historically, goggles have been sanitized at the point of use, which may not meet the traditional definition of sterile.

The recent "Guidance for Industry Sterile Drug Products Produced by Aseptic Processing-Current Good Manufacturing Practice" (FDA September 2004* p.14) has attempted to extend this control. This issue for industry comment is being followed by many companies who wish to achieve compliance prior to the document becoming a regulation. The Agency recommends "gowns that are sterilized and non-shedding, and cover the skin and hair (face-masks, hoods, beard/moustache covers, protective goggles, and elastic gloves are examples of common elements of gowns)." This document if left unchanged will require all garment elements including eye-wear to be sterile if used in the aseptic cleanroom. The historical methods for sanitizing goggles, solvent wipe, UV cabinets etc. are not likely to be able to meet these enhanced requirements.



In order to help address this concern Prudential Cleanroom Services provides goggles that have been sterilized via a validated irradiation process. These sterile goggles will ensure that every operator will comply with the most recent industry guidelines.

Prudential Cleanrooms' gamma irradiated goggles are tested to insure that their composition and properties remain intact after repeated sterilization. A Prudential Cleanroom Validated Sterile Goggle Program delivers sterile goggles in accordance with the guideline.

Prudential Cleanroom Services is a division of Prudential Overall Supply, established 1932. Since 1960, Prudential Cleanroom Services is recognized as a world leader in cleanroom laundry processing services. Prudential's network of ISO 9001:2000 certified ISO Class 3 cleanroom laundry processing facilities extend throughout the United States along with an operation in Malaysia. Prudential Overall Supply provides image apparel and facility image and safety programs to business including work uniforms, casual and career apparel, entry and logo mats, paper products and other ancillary products and services.

U.S. Department of Health and Human Services Food and Drug Administration Center for Drug Evaluation and Research (CDER) Center for Biologics Evaluation and Research (CBER) Office of Regulatory Affairs (ORA) September 2004 Pharmaceutical CGMPs. The FDA does not specifically endorse Prudential's goggle program.

45 Years of Cleanroom Laundry

April 11, 1932: John D. Clark started Prudential Laundry in Los Angeles. This year marks the 73rd Anniversary of Prudential Overall Supply.

1960. Prudential Overall Supply started supplying garments for use in cleanrooms. Garments were processed in a building next to the Los Angeles Plant.

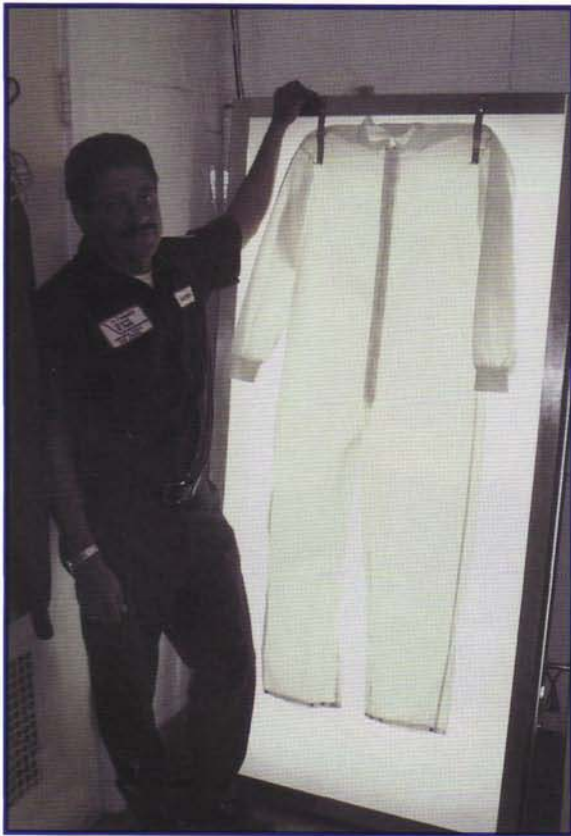
2005 is the 45th Anniversary of Prudential in the Cleanroom Garment Rental industry.

Lighted Inspection Unit



Alberto Ponce (01/16/95)
Maintenance Supervisor

When a current customer of the Milpitas Cleanroom toured our cleanroom late last year, they asked about a special type of lighted inspection that they had heard about. Since that type of lighted inspection unit did not exist in our cleanroom, the challenge was to find or develop one. Search as we did, we could not find the kind of inspection unit that met our specifications. The idea and proposed design was presented to Alberto Ponce (01/16/95) Maintenance Supervisor of the Los Angeles Cleanroom and Los Angeles Industrial Plant. "Ponce" as he is known, out did himself. He designed and built the first lighted inspection unit. It was designed in such a way that the entire garment could be attached easily and inspected completely. With this inspection, it is much easier to find the pinholes and flaws in the garment than by holding out each part of the garment for inspecting. Prudential Overall Supply is proud to have imaginative and creative people such as Alberto Ponce and their efforts that contribute to our success. Great Job Alberto!!!



Alberto Ponce (01/16/95)
Proudly standing next to his "creation".



Moorpark Customer Spotlight



POS mats are used throughout the facility.



L.R:
 Brian Cole (08/11/94) Sales & Service Manager, Moorpark
 Larry Sark (11/03/80) Customer Sales Representative, Moorpark
 Addison Weitzman Purchasing Manager, MS Aerospace
 Mark Samion (07/13/96) General Manager, Moorpark
 Ken Gordon (05/07/91) General Manager, Van Nuys

Moorpark Mats and Shop Towels Help To Keep MSAerospace Facilities Spotless



Larry Stark (11/03/80) Customer Sales Representative, Moorpark laying a fresh logo mat at the front lobby door.



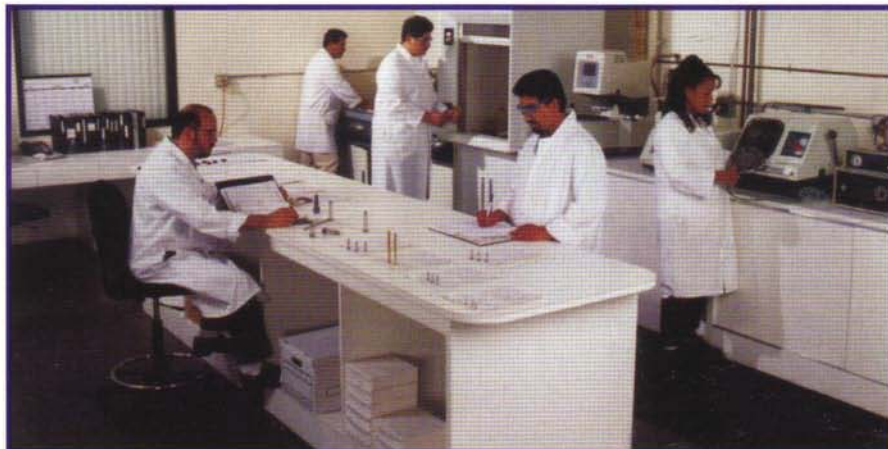
Larry delivering shop towels to the towel bin.



Brian Cole (08/11/94) Sales & Service Manager, Moorpark explaining the benefits of Prudential shop towels to MSAerospace Purchasing Manager, Addison Weitzman.



Moorpark mat on facility floor leading into the purchasing office.



2004 Annual Achievement Award Winners

John D. Clark Award

Dust Control Customer Sales Representative of the Year

Randy Jaurigui (04/29/02) Cerritos Dust Control



Dan Clark (09/23/68) Chairman of the Board, right, son of founder John D. Clark, presents the award to Randy, left.

The John D. Clark Award, named after the founder of Prudential Overall Supply, originated in 1962 and has been presented for forty-two years.

President's Award

Customer Sales Representative of the Year

Aaron Livingston (08/11/97) Milpitas Industrial

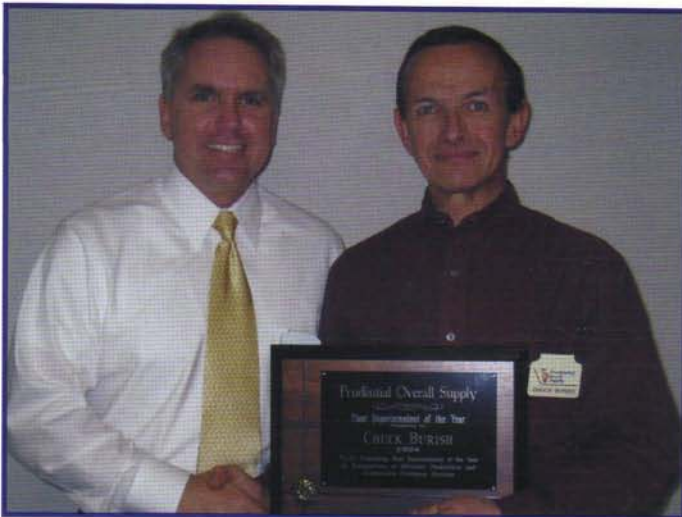


Aaron with his plaque and check after receiving them from **Marc O'Leary** (12/07/77) Regional Vice President.

The President's Award originated in 1961 and has been presented for forty-three years.

Plant Superintendent of the Year

Chuck Burish (03/09/87) Plant Superintendent,
Albuquerque



Jeff Nelson (08/08/89) Regional Manager, left presents the award to Chuck, right. Chuck was selected for this award from among a number of highly qualified nominees, recognizing his hard work and dedication this year. Chuck was promoted to Plant Superintendent, Cerritos Dust Control effective 07/11/05.

Sales & Service Manager of the Year

Robert Leyerly (03/27/95) Service Center Manager,
Victorville Service Center



Tom Watts (09/08/75) President, left, presents the award to Robert, who was selected based on his outstanding performance.

2004 Prudential Super Star Awards



Stacey Kohlman (04/13/98) Albuquerque



This is her 5th Super Star Award, Stacey is the only repeat winner from 2003. Stacey is a big supporter of UNM's Lady Lobo Basketball Team. She enjoys the competition from her fellow Customer Sales Representative, Leandro Lopez.

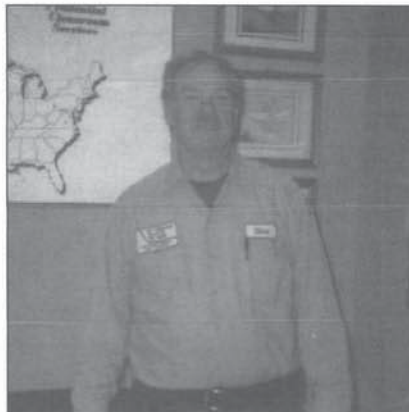
Leandro Lopez (01/13/03) Albuquerque



Leandro has achieved his 1st Super Star Award. He and his wife Kimberly have a three year old with a baby on the way. Leandro's hobbies include billiards and working on old cars.



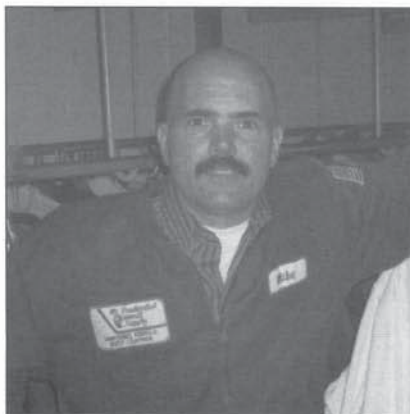
Scott Boothe (10/05/99)
Irvine Plant
He attained Customer Sales Representative of the month four times in 2004.



Stan Ratliff (04/17/95)
Tucson Plant



Alfredo Iniguez (07/31/00)
Cerritos Dust Control



Mike Mattei (11/18/02)
Moorpark Plant



David Ollman (06/12/00)
Las Vegas Service Center

5.4 Super Star Award.

- 5.4.1 The Customer Sales Representative with the greatest number of awards for Customer Sales Representative of the Month at the location for the calendar year shall be the Super Star.
- 5.4.2 A minimum of three awards is required. In the event of a tie, the Customer Sales Representative with the highest weekly sales average for the year shall be the Super Star.
- 5.4.3 The Super Star Award of \$300 is paid after the end of the calendar year. The employees must be employed by POS at the time of the award.
- 5.4.4 The General Manager will take all the Super Stars and one guest each as a group to dinner.

2004 Prudential Sales Awards Presented

Gold Star

Eric Stewart (06/09/03) Riverside Plant



Eric Stewart (06/09/03) Riverside, center, accepts his award from **Dean Killion** (03/06/95) Director of Sales, left, and **Jerry Martin** (04/20/92) Vice President of Sales & Marketing, right.

Rookie of the Year, Industrial Division

Gene LeClair (03/15/99) Chula Vista Plant



Gene LeClair (03/15/99) Chula Vista, center, accepts his award from **Tim Rotell** (04/12/99) District Sales Manager, left, and **Jerry Martin** (04/20/92) Vice President of Sales & Marketing, right.

District Sales Manager of the Year

Myles Reukema (01/05/04) Corporate Office



Myles Reukema (01/05/04) Corporate Office, left, accepts his award from **Jerry Martin** (04/20/92) Vice President of Sales & Marketing, right.

Dan Clark Award Tucson Plant



Dan Clark (09/23/68) Chairman, 2nd from right, presents the Highest Plant CoSR Average Award to the Tucson Plant. Accepting the award are **Sam Ross** (03/20/00), left, **Jeff Zeidman** (10/10/85) second from left and **Frank Rich** (01/29/90) District Sales Manager, right. **Gale Richardson** (12/24/84) was not able to attend.

Annual Top Pro Award

Eric Stewart (06/09/03) Riverside Plant



Eric Stewart (06/09/03) Riverside, center, accepts his award from **Jerry Martin** (04/20/92) Vice President of Sales & Marketing, left, and **Scott Chafin** (12/13/99) District Sales Manager, right.



Dean Killion (03/06/95) Director of Sales, presenting at the 2005 Annual Sales Conference.



L-R: **Stephanie Leibick** (01/15/96) Marketing Projects Coordinator, **Betty Johnson** (04/27/98) Sales & Marketing Administrator

2004 President's Club Members

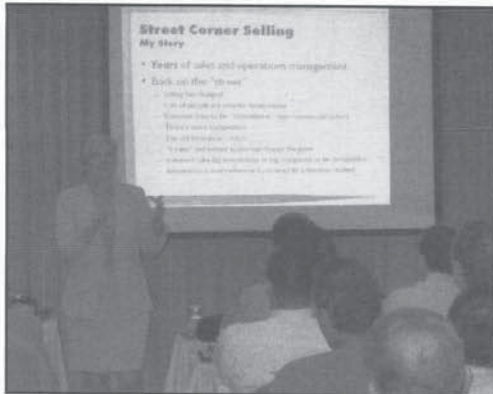


L-R:

Dan Clark (09/23/68) Chairman, **Don Hammond** (04/03/00) Fresno, **Steve Turigliatto** (11/18/91) Vista, **Sam McFarland** (11/17/93) Phoenix, **Steve Stevens** (02/12/04) Austin Cleanroom, **Jeff Zeidman** (10/10/85) Tucson, **Jim Hoskins** (03/11/96) Corporate Office, **Gene LeClair** (03/15/99) Chula Vista, **Eric Stewart** (06/09/03) Riverside, **Tom Thorpe** (09/17/02) Albuquerque, **Myles Reukema** (01/05/04) Corporate Office, **Steve Hernandez** (08/20/01) Phoenix, **Patricia Pirtle** (05/12/03) Richmond Cleanroom, **Ken Phan** (01/20/03) Milpitas Industrial, **Clay Foutch** (01/05/04) Milpitas Cleanroom, **Jerry Martin** (04/20/92) Vice President of Sales & Marketing, **Tom Watts** (09/08/75) President



Annual Sales Conference February 22nd - 23rd 2005



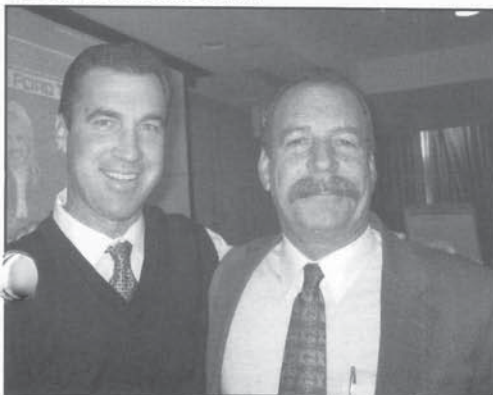
Kathy Trickey, President of Sales & Marketing Uniform Technology, presenting "Street Corner Selling" to the Sales Team.



Ron Evans, Principal at R.J. Evans and Associates presents "Maximizing Sales Profit Opportunities".



Jim Hoskins (03/11/96) Senior National Account Sales Manager presenting Apparel Services Network.



Jeff Snow (06/28/04) National Route Sales Manager, left and **Frank Rich** (01/29/90) District Sales Manager, right.



Myles Reukema (01/05/04) Cleanroom National Sales Manager working with the cleanroom sales team during a break-out session.



L-R:
Matt Alba (01/05/04) District Sales Manager
Marlon Wilkins (12/30/96) District Sales Manager

Management Changes



John Robinson (04/01/91) transferred to General Manager of Milpitas Industrial and Milpitas Clearroom from General Manager of Phoenix Industrial and Mesa Clearroom effective 08/29/03.



Bryan Harris (07/31/00) was promoted to General Manager at Chula Vista from Sales & Service Manager effective 04/18/05.



Micah Elbertson (15/03/01) was promoted to Sales & Service Manager at Riverside from Route Manager effective 07/01/05.



Aaron Elbertson (10/13/86) was promoted to Sales & Service Manager at Corona from Route Manager at Corona Dust Control effective 07/04/05.



Mark Wells (08/09/04) was promoted to Sales & Service Manager at Chula Vista from MPTP effective 03/28/05.



Bruce Holleran (08/24/09) was promoted to Sales & Service Manager at Riverside from Corporate Sales Representative effective 04/25/05.



Wes Horner (05/08/00) was promoted to Sales & Service Manager at Corona from Route Manager at Irvine effective 06/30/05.



Jon Marts (06/30/00) transferred to Sales & Service Manager at Milpitas Industrial from Service Center Manager at Fairfield effective 11/29/04.

MORE...Management Changes



Seth Francis (12/10/01) was promoted to Senior Sales & Service Manager at Milpitas Cleanroom from Service Manager effective 07/27/05.



John Vazquez (08/09/03) was promoted to Service Center Manager at Bakersfield from MTPP at Arsan effective 05/11/05.



Charles Mice (10/02/00) transferred as Service Center Manager at San Antonio from Sales & Service Manager at Riverside effective 04/18/05.



Josh Baker (11/12/03) was promoted to Service Center Manager at Sacramento from Route Manager effective 07/04/05.



Mike Garcia (09/02/87) was promoted to Service Center Manager at Victorville from Corporate Sales Representative at Riverside effective 08/01/05.



Keith Case (02/09/02) was promoted to Service Center Manager at Las Vegas from Route Manager at Moorpark effective 05/09/05.



José Martinez (06/03/03) was promoted to Service Manager at Los Angeles Cleanroom from Route Manager effective 08/23/05.



Lindsay Suskind (08/06/04) was promoted to Service Manager at Los Angeles Cleanroom from MTPP effective 01/28/05.

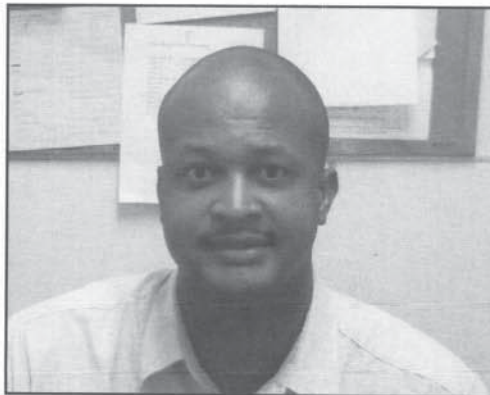


Kwame (KC) Lee (01/07/00) was promoted to Service Manager at Milpitas Cleanroom from Route Manager effective 07/27/05.

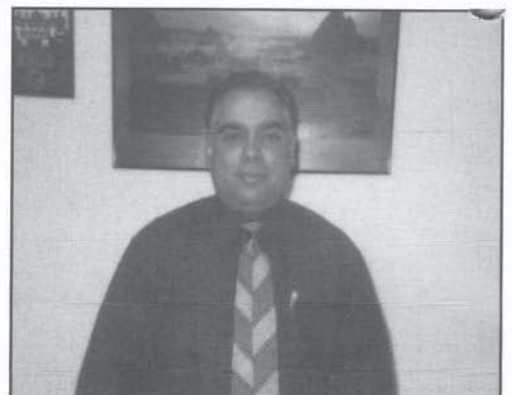
MORE...Management Changes



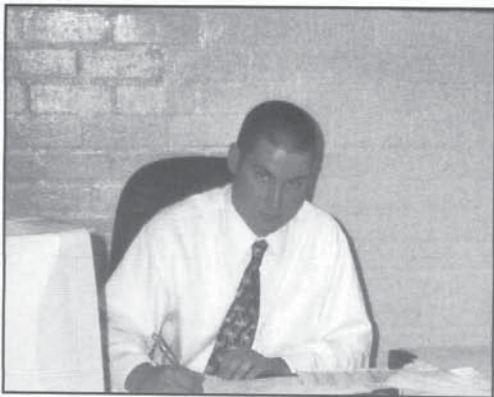
Shawn Campbell (05/11/98) transferred to Sales & Service Manager at Fresno from Service Center Manager at Sacramento effective 07/04/05.



Axel Margaritha (10/01/01) was promoted to Sales & Service Manager at Cerritos Dust Control from Route Manager effective 05/23/05.



Duke Pagan (01/22/96) transferred to Sales & Service Manager at Van Nuys from Los Angeles Industrial effective 03/28/05.



Jon Locke (08/09/04) was promoted to Sales & Service Manager at Los Angeles Industrial from MIPIT effective 03/28/05.



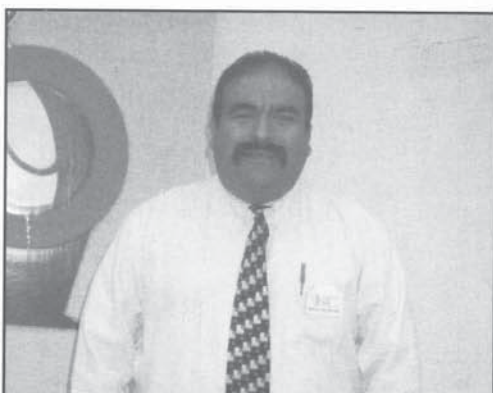
Eryka Arostigui (03/15/04) was promoted to Office Manager at Milpitas Cleanroom from Office Clerk effective 01/03/05.



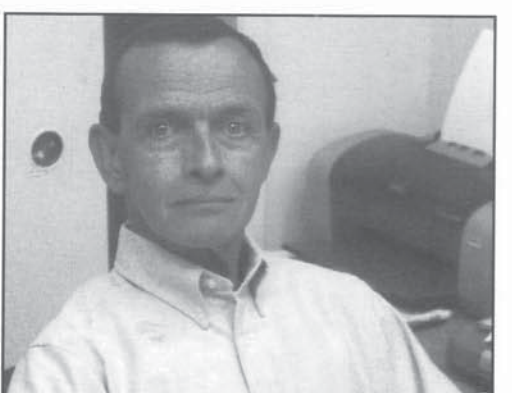
Linda Pilgrim (02/25/04) was promoted to Office Manager at Austin from Office Clerk effective 05/23/05.



Louie Perez (02/05/01) transferred to Plant Superintendent at Los Angeles Industrial and Los Angeles Cleanroom from Cerritos Dust Control effective 04/11/05.



Manny De La Rosa (07/26/94) was promoted to Plant Superintendent at Van Nuys from Route Manager at Los Angeles Industrial effective 08/16/04.



Chuck Burish (03/09/87) was promoted to Plant Superintendent at Cerritos Dust Control from Plant Superintendent at Albuquerque effective 07/11/05.

MORE...Management Changes



Chris Garza (07/06/11) was promoted to Route Manager at Los Angeles Cleanco from General Coordinator Supervisor effective 07/04/05.



John Rogozinski (11/05/01) was promoted to Route Manager at Riverside from Sales & Service Representative effective 05/09/05.



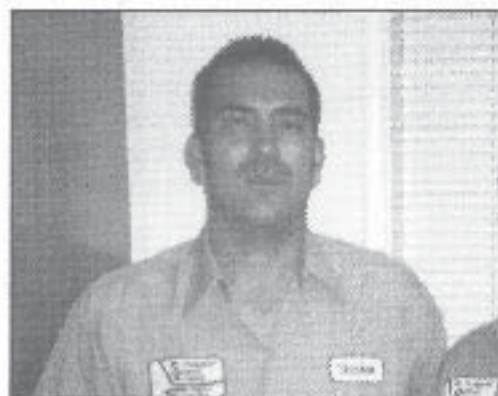
Darrin Kendrick (02/02/04) was promoted to Route Manager at Riverside from Customer Sales Representative effective 08/01/05.



Rafael Gonzalez (06/23/03) was promoted to Route Manager at Palmdale Service Center from Customer Sales Representative at Riverside effective 06/20/05.



Kevin Pance (08/19/03) was promoted to Route Manager at Milpitas Industrial from Customer Sales Representative effective 11/29/04.



Pete Gomez (12/06/99) was promoted to Route Manager at Victorville Service Center from Sales & Service Representative at Riverside effective 05/06/05.



Brian Watkins (02/02/04) was promoted to Corporate Sales Representative at Riverside from Customer Sales Representative effective 07/18/05.



David Ollman (06/12/00) was promoted to Corporate Sales Representative at Las Vegas Service Center from Customer Sales Representative effective 05/02/05.

Corporate Office Activities

+ Blood Drive at Corporate +

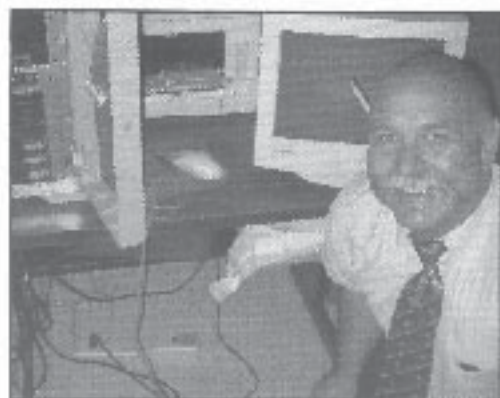


Employees waiting to donate blood to the American Red Cross.



L-R: Paula Johnson (04/01/85) Data Processing Supervisor, Melissa Burke (04/14/90) Personnel Administrator and Jim Hossins (03/11/86) Senior National Accounts Executive taking a "pizz & pop" break after giving blood.

Working Through An Electrical Blackout With Some Emergency Power



Jorge Sotolongo (11/13/78) System Analyst



The board room had emergency power so employees took it as an opportunity continue their work.



The power company working on the problem.

Christmas Luncheon...CAT Projects...and Numbers Game...



Many select's attend the Christmas luncheon at the Corporate Office.



CAT Project Prize Gateway
Marlan Bigler (1/26/84) Computer Programmer
Corporate Office OTT Chairperson, right.

OFI NUMBERS GAME

- 276** - Total O.F.I.'s submitted this year.
- 253** - Total O.F.I.'s submitted this contest.
- 129** - Total O.F.I.'s submitted all of last year.
- 64** Number of people participating in contest
- 3** - Over 3 O.F.I.'s average per employee
- 1000** - A thousand "Thank You's" to all the participants.

Number's Game! 276 TOTAL OFI's have been submitted this year from the Corporate Office!

Service Anniversaries

Dale Bain Celebrates 45 Years!



Dale Bain (03/21/60) Personnel Director, right, celebrates his 45 years with **Dan Clark** (09/23/68) Chairman, left.



Mitch Cummins (07/21/80) General Manager, Tucson, right, receiving his 25 year watch from **Jeff Nelson** (08/08/89) Regional Manager, left.



Manuela Cabrera (12/13/72) Cerritos Dust Control, right, celebrates 32 years with **Ron Baublitz** (09/19/94) General Manager, left.



Scott Belanger (05/27/80) Customer Sales Representative, Van Nuys, left, receiving his 25 year watch from **Ken Gordon** (05/07/01) General Manager, right.



Tom Stillwagon (07/28/80) Riverside Sales & Service Manager, right, receiving his 25 year watch from **Tom Watts** (09/08/75) President, left.



Frank Olguin (08/08/80) Assistant Supervisor, Riverside, receiving his 25 year watch from **Jay Boyer** (02/07/84) General Manager, right.

Love Among The Shop Towels... - From the Fall 1975 Off-the-Cuff.



Sam Corona (05/01/72) left and **Josefina Corona** (01/09/64) right, husband and wife were honored for their years of service at the Cerritos Plant. They recently transferred to the Riverside Plant.

"Wedding bells at St. Alphonso's Church in East Los Angeles rang on June 7th for the wedding of two dust control employees who have known each other since childhood.

Sam Corona, foreman, and Josefina Galvan, mender, were married in a nuptial mass.

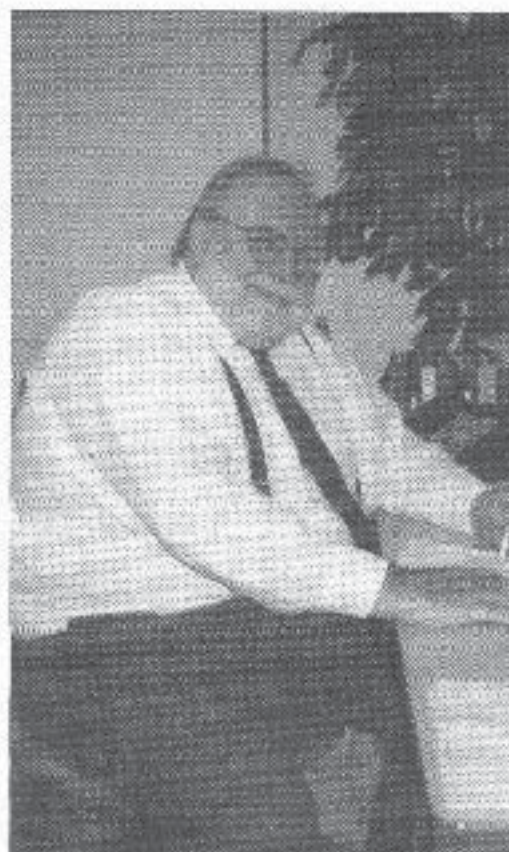
Sam and Josefina first met in Mexico when Josefina was seven. They met again in 1968 when they both worked in Van Nuys. Josefina has been working for Prudential since 1964. Sam joined the company in 1970. The bride's parents, Mr. and

Mrs. Juio Galvan, live in East Los Angeles. Sam's mother, Mrs. Maria Corona, lives in Mexico.

While romance may have flourished among the shop towels, there is evidence that the way to a man's heart is still through his stomach. Sam has gained 15 pounds since the June wedding."



RETIREMENTS



Loren Zinn (08/24/80)
Milpitas Industrial Office Manager, retired
04/1/05. Loren also worked for Prudential
03/15/76 to 04/04/80. He is joining his wife
Mardia Zinn who worked for Prudential from
09/11/78 to 01/15/99, when she retired.



Loren as a Room Manager shown in
the Spring 1986 Off-the-Cuff.



Donald Boltz (07/06/02)
Maintenance Mechanic, retired from
Centex Dust Control (06/15/03).

*Retirees, we
wish you the
very best in the
years to come.*



Jerry Couch (04/01/96)
Line Driver, Phoenix, retired 05/15/03.

IN MEMORIAM



Bill Dunn (07/08/72) Regional
Maintenance Engineer, Corporate
Office, retired 01/06/95. He passed
away 07/23/05. "Just listen and do
what I tell you to do".

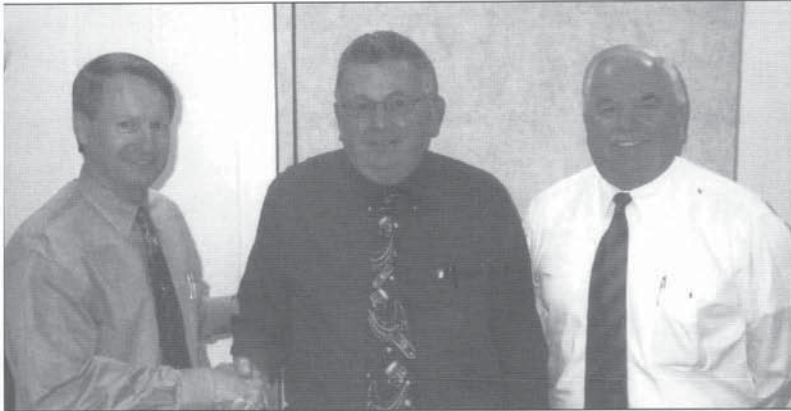


Tim Stephens (01/20/93) Service
Manager, Los Angeles Cleanroom,
had a medical termination 11/17/04
and passed away 02/20/05.



Gale Richardson (12/24/81)
Corporate Sales Representative,
Tucson, passed away 08/24/05.
He was a "Prudential Winner" for
many years.

Harve Ortman Retires



Harve Ortman (08/20/79) Director of Production, Corporate Office, center, receiving congratulations from **Dan Clark** (09/23/68) Chairman, left and **Tom Watts** (09/08/75) President, right on his retirement (01/03/05).



Harve, right with **Stefan Schurter** (10/26/92) Senior Vice President, left at the Corporate Office Christmas luncheon where Harve was honored.



Was he always on the phone or did it just seem like that?

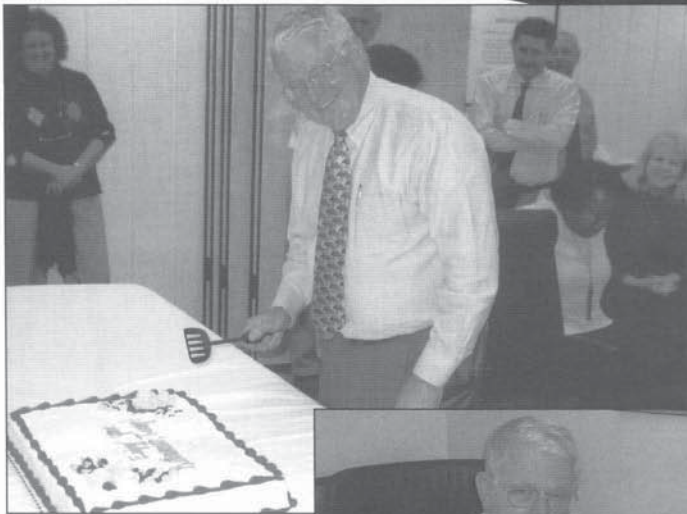


In his early years at Prudential.

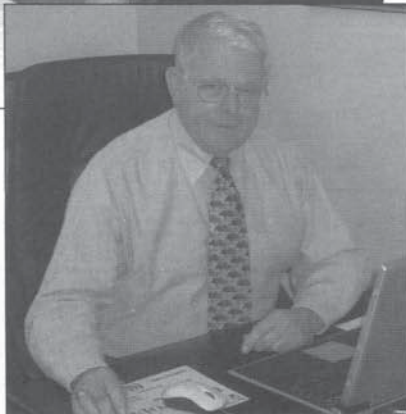


From the November 11, 1998 Off-the-Cuff Salute to Prudential U.S. Military Veterans. Harve was an Airman in the U.S. Navy from 1958 to 1960.

Terry Lahn Retires



Terry Lahn (09/11/89) Vice President - Cleanroom Support Services, cutting his retirement cake on 01/28/05.



Was he always on the computer?

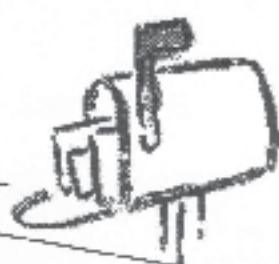


When he was Fresno General Manager, Terry received pointers from Red Cross Instructor on administering abdominal thrusts.



"Mr. ISO-9000"

From the Prudential Mail Bag...



Hawking Specialties, Inc.

Attention: Mr. D. D. D. D. D.

11111 11111 11111
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11111 11111 11111

Prudential Overall Supply
11111 11111 11111
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11111 11111 11111

Dear Mark,

I would like to take this opportunity to thank you and your team at Prudential Overall Supply for the wonderful service we have received from you. We have been very satisfied with the service and the quality of the products you have provided. We have been very satisfied with the service and the quality of the products you have provided.

Thank you for the service and the quality of the products you have provided. We have been very satisfied with the service and the quality of the products you have provided. We have been very satisfied with the service and the quality of the products you have provided.

We are very satisfied with the service and the quality of the products you have provided. We have been very satisfied with the service and the quality of the products you have provided. We have been very satisfied with the service and the quality of the products you have provided.

Very truly yours,
[Signature]
D. D. D. D. D.

Don De Cristo Concrete Accessories, Inc.

Attention: Mr. D. D. D. D. D.

11111 11111 11111
11111 11111 11111
11111 11111 11111

11111 11111 11111

Dear Mark,

I would like to take this opportunity to thank you and your team at Prudential Overall Supply for the wonderful service we have received from you. We have been very satisfied with the service and the quality of the products you have provided.

Thank you for the service and the quality of the products you have provided. We have been very satisfied with the service and the quality of the products you have provided. We have been very satisfied with the service and the quality of the products you have provided.

We are very satisfied with the service and the quality of the products you have provided. We have been very satisfied with the service and the quality of the products you have provided. We have been very satisfied with the service and the quality of the products you have provided.

Very truly yours,
[Signature]
D. D. D. D. D.

RE: David Jaldovsky (02/19/97) Customer Sales Representative,
G. D. D. D. D. D.

RE:
Customer: Elpidio Verduran (02/07/97) Plant Superintendent,
Santiago Mota (07/24/95) Maintenance Supervisor,
Vera Nava, Marry DeLaRosa (07/26/90) Plant Superintendent,
Del Lomas (02/01/90) Maintenance Supervisor

Dear Mark,

Thank you for the service and the quality of the products you have provided. We have been very satisfied with the service and the quality of the products you have provided. We have been very satisfied with the service and the quality of the products you have provided.

Sincerely,

Mark D. D. D. D. D.

For: Rod Carlson (06/24/98)
Customer Sales Representative, Chula Vista.

05/18/05

To: Supervisor -

This is a long overdue recognition note for our
sup. Mark. If it weren't for him I would have
switched to another company a long time ago. He is
always available and he goes out of his way to get
us what we need.

Mark

For: Nathan Guy (01/13/98) Customer Sales Representative, Vista.

The date of hire is listed after each employee name throughout Off-the-Cuff.

A Quarterly Publication of Prudential Overall Supply

Dedicated to the improvement of employment and the development of customer relationships

EDITOR-IN-CHIEF: Don Nordstrom • LAYOUT & DESIGN: Stephanie Lebeck, Marketing Projects Coordinator

Please address all correspondence and address changes to:

Prudential Overall Supply • OFF THE CUFF • 1601 Alamo Parkway, Irvine, CA 92606

(949) 250-4835 • Fax: (949) 201-1947 • Web: www.offthecuff.com



Special Recognition

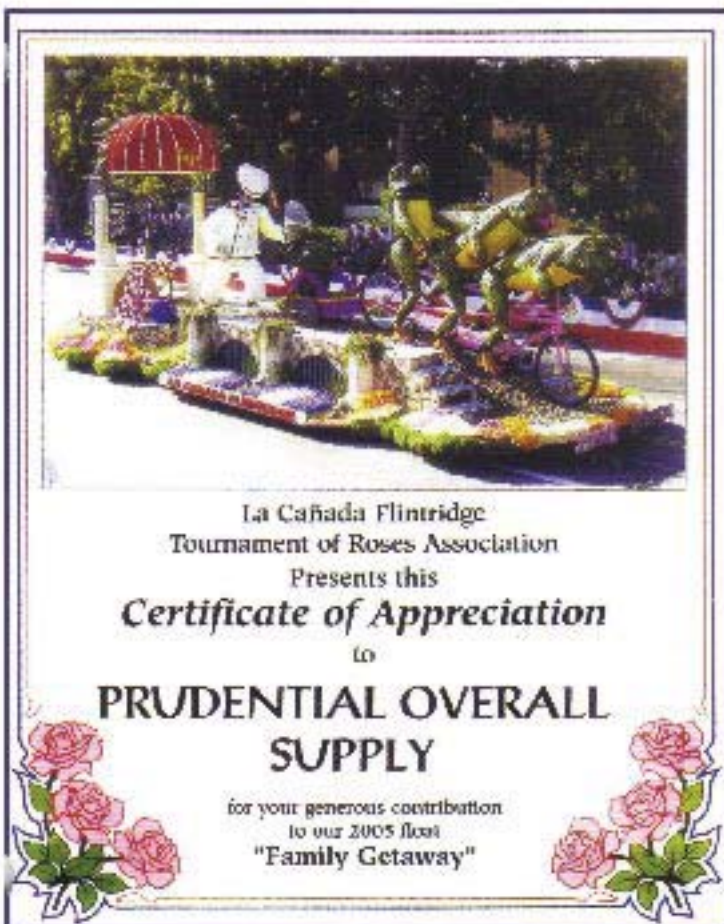


Certificates awarded to:

- Carson Plant
- Los Angeles Industrial Plant
- Los Angeles Cleanroom Plant
- Cerritos Dust Control Plant

For complying with U.S. EPA and County Sanitation Districts of Los Angeles County's Industrial Wastewater Discharge Limits and Permit Requirements.

Congratulations!



The Van Nuys Plant provided coveralls for the La Cañada Flintridge Tournament of Roses Association to use while working on their float entry into the 2005 Tournament of Roses Parade and received his Certificate of Appreciation.



Beautiful flowers from the garden of Kim Hoang (05/02/84) Input Operator, Corporate Office. She had given them to the Data Processing Department to enjoy.



2005 Company Goals

"Tell the customer exactly what we can and cannot do. Then, do everything we have promised and expect a fair price for our services.

If we all do this, we will grow, retain our customers and prosper."

John D. Clark
Founder

Quality Service Since 1932