



Off-the-Cuff



Prudential Overall Supply



Celebrating our Customers, Employees & Suppliers

What's inside

- Annual Achievement Award Winners
- Annual Sales Conference
- Safety Updates
- What's New!

Follow Prudential on:



Featuring
Riverside, CA
Industrial Plant

Service Centers
Las Vegas, NV
Victorville, CA
Palm Springs, CA

It's Springtime!



Celebrating our

- **Customers**
- **Employees**
- **Suppliers**



A Family Company
Since 1932



Since 1932, Prudential Overall Supply has continued to provide best-in-class solutions for businesses with uniforms and textile rental programs. Service programs include uniform rental, uniform lease, uniform purchase and related services for industrial customers. Prudential is grateful for the exceptional work produced by our industry-best tenured employees, and to our exceptional customer patronage. It is this connection that enables Prudential to provide our customers with the best possible products and services at a fair price today and into the future.

1930's



- April 11, 1932 - Prudential Founded by John D. Clark
- 1939 - Clark parents invest in Prudential

1940's



- Garment Rental Begins

1950's

25th Anniversary

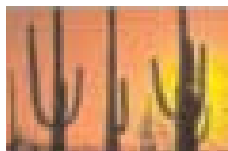
- Grows to \$1.2M revenue
- Celebrates Silver Anniversary

1960's



- Dan Clark joins Prudential
- Polyester/Cotton fabric introduced into garment line

1970's



- Grows to \$35M revenue
- Achieves out of California expansion into Arizona

1980's



- Celebrates Golden Anniversary!

1990's



- Grows to \$100M revenue
- Prudential Cleanroom Services goes nation-wide

2000's



- Grows to \$127M revenue
- Received ISO certification
- Celebrates Diamond Anniversary
- Launch of Clean Green Movement

2010's



- Grows to \$142M revenue
- **Prudential Celebrates 80th Anniversary April 11, 2012!!!**

Meet the Riverside Industrial Plant Team



History of the Riverside Plant	
Year Opened:	1965
Current Number of Employees:	136
Current Number of Routes:	18



Jay Boyer (02/07/84)
General Manager

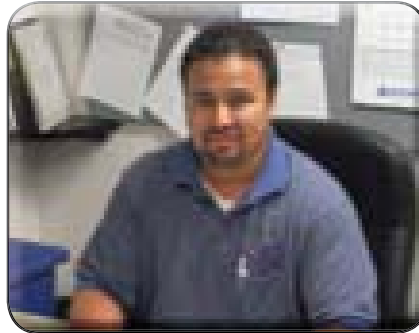
Jay has been married for 28 years to his beautiful wife Margie. They have two daughters, Shalynn and Taylor, both are married and in nursing school at Loma Linda University. My hobbies include reading, taking long walks and spending time with my girls. "Prudential has been a wonderful company to work for over the last 28 years. My entire family is grateful to the Clark family for this wonderful opportunity".



Rob Elkins (11/09/04)

Plant Superintendent

Rob has been married for 34 years, to Leslie. They have 4 daughters, 3 1/2 grandsons. His hobbies include fishing and gardening.



Rogelio Lemus (06/13/90)

Assistant Plant Superintendent



Nita Dennis (11/30/71)
Office Manager



Karen Kopicka (01/06/86)
Office Clerk



Chuck Rennegarbe (10/26/87)
Office Clerk



Francisco Olguin (08/08/80)
Assistant Supervisor

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 employee morale and the broadening of customer relationships.

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LAYOUT & DESIGN: Stephanie Leibick, Marketing Manager

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Corporate Sales



Bill Evans (08/20/07)
District Sales Manager



Pam Hepler (02/28/11)
Corporate Sales Representative



Jennifer Shearer (08/14/07)
Corporate Sales Representative

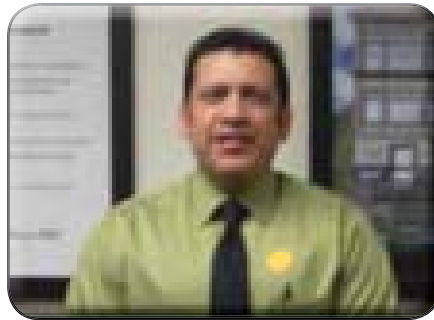


Mike Ray (08/06/07)
Corporate Sales Representative

Sales & Service Managers



Robert Cesario (10/07/85)
Senior Sales and Service Manager
Married 36 years in June to Sharon. They have 2 children Robert and Natalie and also have 7 grand children. Hobbies these days are spending time with the grand kids.



Robert Luna (10/02/06)
Sales and Service Manager
Married 20 years to Sandy. They have two boys 19 & 16 years old. His hobbies are golfing, paint-balling and fishing.



Micah Elberson (12/03/01)
Sales and Service Manager
He has been at the Riverside Plant for 10 years. He is the father to daughter Ryan who is 8 and son Gavin who is 10. He enjoys spending time with his kids and watching his son play baseball.

Office Clerks



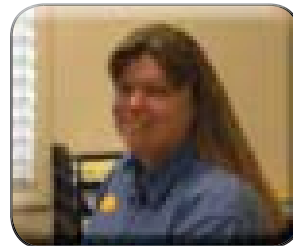
Nancy Colin (03/05/07)
Account Receivable Clerk



Jessica Garcia (03/31/09)
Account Receivable Clerk



Cecilia Flores (01/25/93)
Account Receivable Clerk



Kristin Rennegarbe
(06/29/09) ABS Clerk



Margie Hererra
(07/06/09) ABS Clerk

Customer Sales Representatives



Customer Sales Representatives

Front row (left to right):

Micah Elbersson (12/03/01) Sales and Service Manager, **JP Landin** (04/19/06), **Sergio Gonzalez** (07/18/05), **Julio Murillo** (01/24/00), **Jaime Osorio** (08/31/09) **Aaron Cruz** (02/21/11).

Back row (left to right):

Tony Harding (10/27/08), **Glyn Barrow** (11/14/05), **Jared McCutchan** (05/07/07), **Mark Richards** (08/12/91), **Robert Betencourt** (01/30/06), **Mike Harrill** (05/04/92).



Customer Sales Representatives

Front row (left to right):

Josh Garcia (02/12/08) **Rafael Gonzalez** (06/23/03), **Mark Arias** (11/02/09) **Sean Allen** (04/27/10), **Robert Luna** (10/02/06) Sales & Service Manager.

Back row (left to right):

Jose Rodriguez (04/26/04), **Craig Ory** (07/11/05), **Darryl Reuter** (03/03/09), **Joel Berrelleza** (07/05/11), **Eric Foley** (09/17/07).

Stock Room



Karina Gamez (07/13/98)
Stockroom Supervisor

Karina has been married for 12 years to Albert Castaneda and they have 3 boys and a granddaughter named Karina too.



Stockroom Department

Bottom to top:

Maria Dominguez (03/15/04) Stockroom Clerk,
Karina Gamez (07/13/98) Stockroom Supervisor,
Rodolfo Ramirez (07/20/11) Stockroom Clerk,
Lupe Lemus (04/28/97) Stockroom Clerk,
Roselia Beltran (12/08/97) Stockroom Clerk,
Raquel Macias-Perez (02/16/04) Stockroom Clerk,
Carmen Cruz (03/27/96) Stockroom Clerk,
Matilde Trujillo (07/17/00) Stockroom Clerk,
Not pictured: Adrian Ureta (10/07/96) Stockroom Clerk

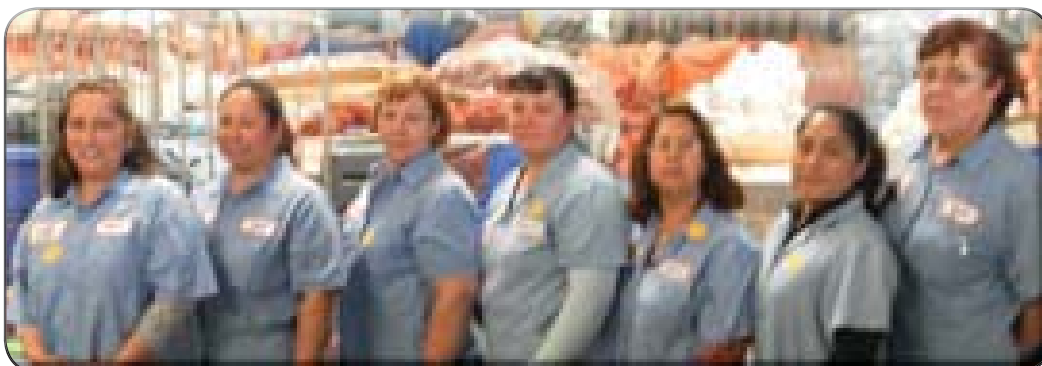
Wash Room



Washroom Department

Left to right: **Ramon Martinez** (10/26/78) Washer, **Lemuel Diego** (07/20/04) Washer,
Miguel Montoya (01/04/00) Washer, **Jose Luis Virues** (11/21/88) Head Washer.

Towel Department



Towel Department

Left to right: **Angelica Sanchez De Trevino** (08/01/11) AOE, **Rogelia Soloria** (08/01/11) AOE,
Guadalupe Ortegon (07/07/99) AOE, **Maria Cabrera** (04/23/01) AOE, **Ofelia Orozco** (04/30/80) AOE,
Aida Macias (09/30/91) AOE, **Refugio Palafox** (02/1/99) AOE.

Folding

Press Department



Folding Department

Left to right:

Maria A Hernandez (03/29/89) Distributor,
Maria Vega (12/04/00) Presser.



Press Department

Front Row left to right:

Lupe Renteria (03/22/04) Presser, **Martha Quezada** (10/12/94) Presser,
Margarita Paniagua (11/20/00) Presser, **Hermelinda Granados** (04/11/05) Presser,
Marisela Ramirez (09/08/97) Presser, **Olivia Suarez** (09/15/97) Presser.

Back Row left to right:

Ampelia Guerrero (03/06/89) Presser, **Rosa Mata De Garibay** (02/23/05) Presser,
Maria Silerio (08/01/05) Presser, **Virginia Lopez** (08/09/04) Mender,
Victoria Garcia (07/11/97) Presser, **Alicia Bedolla** (08/28/96) Presser.

Distributors



Distributors

Front Row left to right:

Gloria Rodriguez (09/16/91) Lead Person,
Elisa Hernandez (02/17/03) Distributor,
Guadalupe Lozano (06/05/00) Distributor,
Teresa Arias (08/08/00) Distributor,
Silvia Hernandez (02/17/03) Distributor,
Maria Degadillo (08/15/05) Distributor.

Back Row left to right:

Fabiola Ordaz (02/10/88) Distributor,
Lorena Ceja (08/29/05) Distributor,
Roberto Espinoza (07/07/05) Distributor,
Manuela Adame (10/13/99) Distributor,
Rachel Soto (11/12/84) Distributor,
Diega Ramirez (11/08/89) Distributor,
Ana Maria Casillas (08/21/00) Distributor,
Maria Valle (08/02/99) Distributor,
Georgina Melendez (03/29/04) Distributor.



Distributors

Front Row left to right:

Faustino Topete (10/03/05) AOE,
Felipe Tirado Serna (06/03/08) Distributor,
Anthony Graham (06/20/05) AOE,
Miguel Cabrera (04/23/01) Distributor.

Back Row left to right:

Jose Coria-Acevedo (11/27/95) Distributor,
Rafael Serrano (05/29/00) Distributor,
Felipe Reyes Alvarado (04/21/08) Distributor,
David Reyes Colin (11/21/11) AOE.

Maintenance



Maintenance staff

Left to right:

Alberto Corona (01/16/79) Maintenance Mechanic, **Terry Panowicz** (05/17/10) Maintenance Mechanic, **Peter Roberts** (01/05/09) Maintenance Mechanic, **Dave Harder** (03/23/92) Maintenance Supervisor.

Line Drivers



Line Drivers

Left to right:

Leonel Garibay (09/19/95)
Miguel Escobar (12/02/96)

Custodians

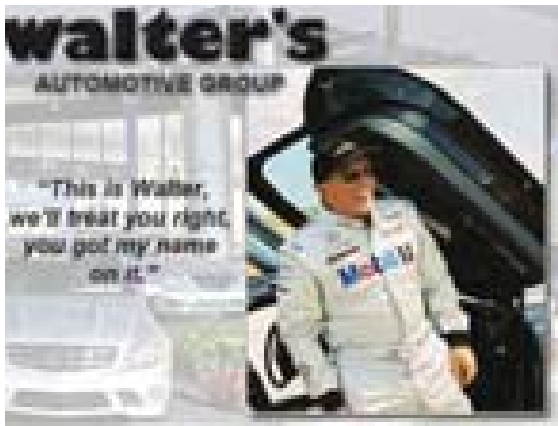


Custodians

Left to right:

Jose Garcia (06/03/97)
Daniel Avella (12/27/10)

Riverside Plant's Featured Customer



Walter Kienle, Walter's Automotive Group Owner, catches his breath after an exhilarating ride in the 617hp, 207.5 mph Mercedes-Benz SLR McLaren.

Walter's Automotive Story

Incessantly driven to succeed

Forty-nine years ago, in the legendary pits of Riverside Raceway, a mechanic, known for his perfection, dreamed of one day owning his own automobile dealership - right here in Riverside. He dreamed of a dealership that would sell and service one of the finest luxury automobiles in America. Nothing less than Mercedes-Benz. Well, that perfectionist was Walter Kienle who realized his dream right here in Riverside, where the cost of doing business is much less so Walter's can offer you a great price and even better value.

Read More at www.waltersautogroup.com

Walter's Automotive Group

3213 Adams Street - Riverside, CA 92504

Sales: 888-294-6772

Service: 888-656-5003



Walters Mercedes Benz Dealership



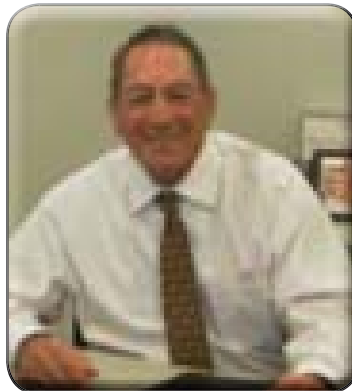
Walters Audi Dealership



Walters Porsche Dealership



Christopher Pantele, Service Director at Walters Mercedes Benz, "In my 32 years working with Mercedes Benz, I have to say that Prudential has been the most workable and reliable uniform company or vendor that I have had the pleasure to work with. I would like to say a special thank you to **Mark Richards** (08/12/91) Customer Sales Representative and **Josh Garcia** (02/12/08) Customer Sales Representative for their service to our store."



Bob Juliano, Service Manager at Walters Audi, "Mark Richards (08/12/91) always takes good care of us here at Audi. Mark does a great job and always comes in with a smile".



Ed McRae, General Manager at Walters Audi, "Walters Auto has had a very long and loyal relationship with Prudential Overall Supply because of their commitment to their customers".

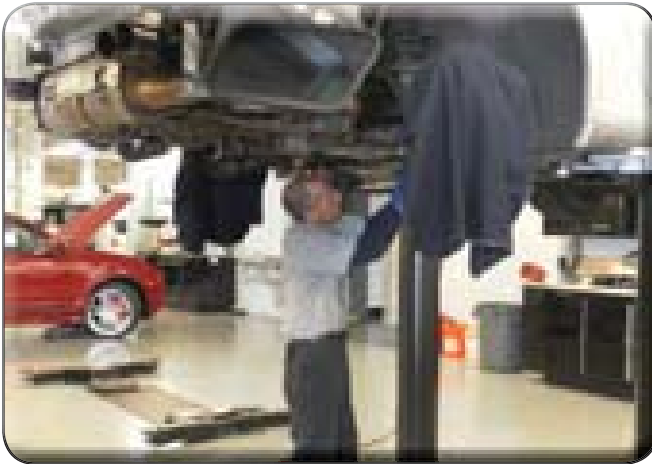


Mark Richards (08/12/91) Customer Sales Representative, delivering uniforms to the dealership.

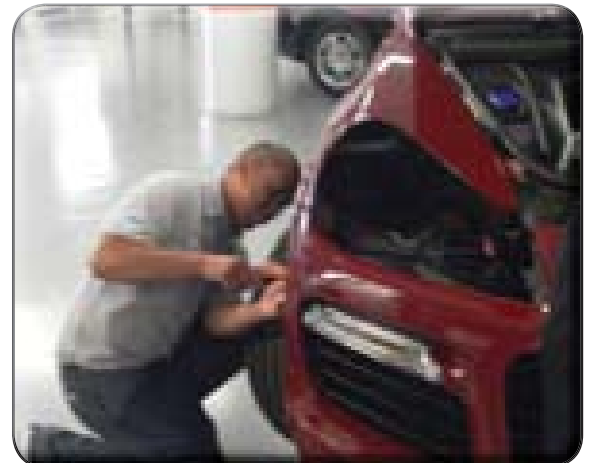
***Thank you
Walter's Automotive Group
for your continued loyalty!***



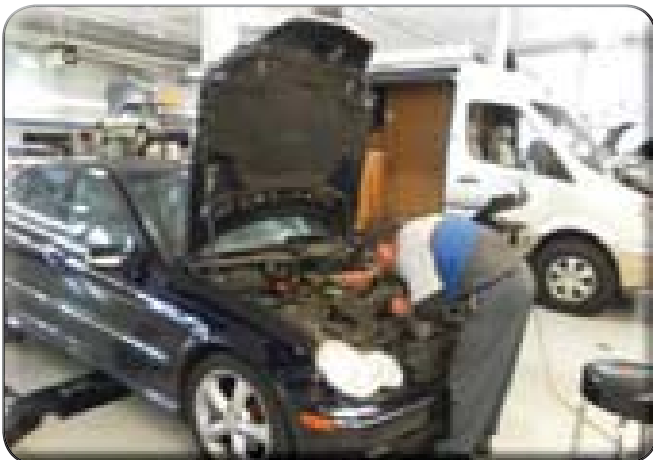
Prudential truck parked at Dealership.



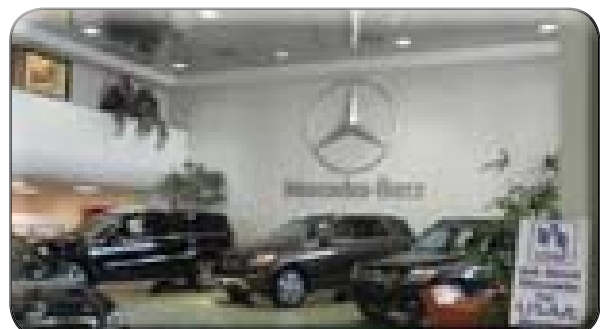
Audi Service technician servicing a car wearing Prudential's Automotive Work Apparel.



Audi Service technician ensuring customer safety while staying clean and professional in Prudential's Automotive Apparel.



Mercedes Benz Service technician servicing a car while looking clean and sharp!



Mercedes Benz showroom.

Meet the Palm Springs Service Center Team



Tom Stillwagon (07/28/80)

Service Center Manager

Tom will have 32 years with the Prudential in July this year." It does not seem like it's been that many years with all the challenges, excitement and interactions with POS employees and customers". Tom and his wife Mary have been married for 34 years and have 2 sons. Tom Jr. busy with a music career and Josh in the Air Force. Josh and his wife Nicole have "Blessed us with a Granddaughter Bethany and a Grandson on the way".



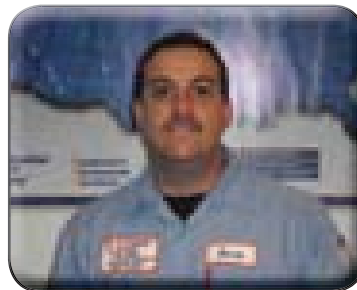
Nick Miranda (04/16/07)

Corporate Sales Representative



Adam Walker (01/30/95)

Customer Sales Representative



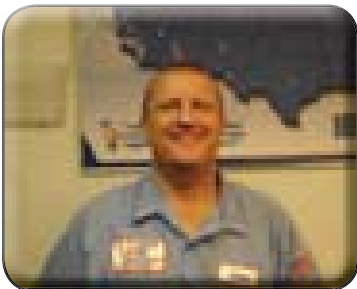
Steven Acosta (08/09/10)

Customer Sales Representative



Mike Reed (06/01/93)

Customer Sales Representative



Justin Plenert (10/09/06)

Customer Sales Representative



Noel Murillo (10/03/05)

Truck Loader



Gary Preciado (02/21/11)

Truck Loader

Meet the Las Vegas Service Center Team



**History of the
Las Vegas Service Center**

Year Opened:	1994
Current Number of Employees:	13
Current Number of Routes:	7



Chad Royal (07/12/10)
Service Center Manager
Chad graduated from UNLV and then worked in the construction industry for 10 years as a wholesaler, six of those year as a General Manager and vested partner in his own company. He has two children, a son, Isaiah, 11 and a daughter Giselle, who is 3 in July going on 15. Isaiah is a big time football player, playing both sides of the line and Giselle is probably going to sing, dance and play the drums. I enjoy the outdoors and riding motorcycles.



Clay Carter (11/07/11)
Corporate Sales Representative



Joe Lieres (11/05/07)
Route Manager



Derek Hallberg (05/31/11)
Customer Sales Representative



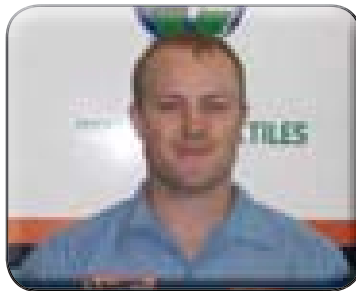
Ray Santiago (11/15/05)
Customer Sales Representative



Ozzie Ascenssi (10/03/05)
Customer Sales Representative



Freddy Flores (10/26/10)
Customer Sales Representative



John Newbold (01/09/12)
Customer Sales Representative



Marcia Blanco (10/03/05)
Customer Sales Representative



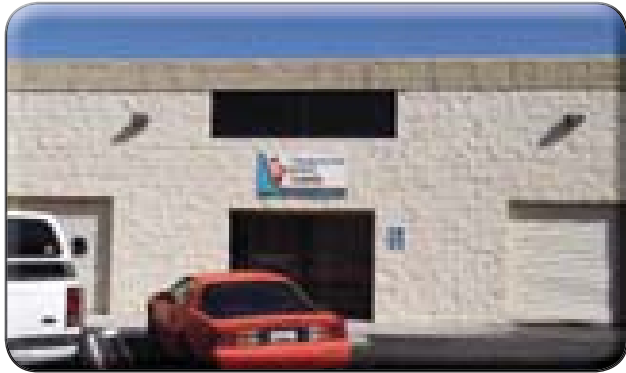
Juan McCraney (12/21/11)
Utility Customer Sales Representative



Juan Munguia (11/07/11)
Utility Driver

Not pictured:
Rudolf Delgado, Jr. (08/16/11)
Utility Driver

Meet the Victorville Service Center Team



Darrin Kendrick (02/02/04)

Service Center Manager

Darrin was hired as a Customer Sales Representative at the Riverside Plant and was promoted to Route Manager in 2005. In January 2007 was assigned Service Center Manager to the Victorville Service Center. In 2009 he received the Sales and Service Manager of the year award. He has been married to his wife Armida for 8 years and have two children Darrin Jr. and Alexis.



Leo Maldonado (08/28/07)

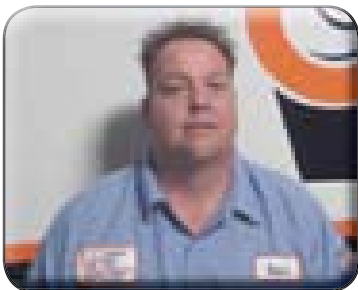
Route Manager

Was hired as a Customer Sales Representative in Victorville. Promoted to Route Manager in 2009. Married to Sandra Maldonado for 13 years. We have 3 children Ashley, Andrew and Abigail. I enjoy spending my free time with family. I play guitar and enjoy playing blues music with friends. I enjoy cycling and occasionally participate in local cycling events.

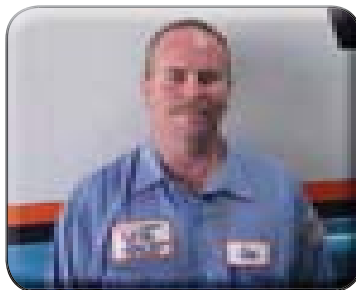


John Casteneda (06/07/10)

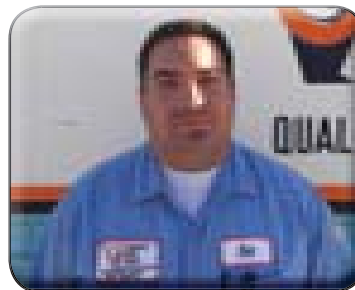
Corporate Sales Representative



Robert Leyerly (03/27/95)
Customer Sales Representative



Jon Adams (09/14/05)
Customer Sales Representative



Sal Alamillo (3/28/05)
Customer Sales Representative



Gilbert Tabares (03/31/09)
Customer Sales Representative

2011 Annual Award Recipients



Plant Superintendent of the Year
Lauri Lecair (08/09/79)
Milpitas Industrial & Cleanroom
Plants

Dan Clark (09/23/68) Chairman of the Board
presenting plaque to **Lauri Lecair** (08/09/79) with
Tom Watts (09/08/75) President.

The Company annually presents an award to the person who is considered to have been the most outstanding Plant Superintendent of the year. This award consists of a handsome plaque which is a personal gift to the winner.

Objective consideration:

The highest combined point total from the Plant Superintendent performance program.

Demonstrates management skills, plant cleanliness, and product quality.

The winner must be the Plant Superintendent at the same Plant for the full year.



Sales & Service Manager
of the Year
Ashley Carroll (05/14/07)
Chula Vista Industrial Plant

Ashley Carroll (05/14/07) Sales & Service Manager

The Company annually presents an award to the person who is considered to have been the most outstanding Sales & Service Manager of the year.

Objective consideration:

Results shown on MIR, Major Account List, A/R collection

Must be a Sales & Service Manager in the same Plant for full year.



President's Award
Mike Ray (08/06/07)
Riverside Plant

Mike Ray (08/06/07) Customer Sales Representative

The Company annually presents an award to the person who is considered to have been the most outstanding Customer Sales Representative of the year. The competition for this award includes all Customer Sales Representatives in all Plants and Service Centers.

Objective consideration:

Management Information Reports, new business, lost business, lost charges, revenue, credit issued, as compared to plan.

Customer Sales Representative of the Month, at least once during the year.

The Customer Sales Representative must be on the same route for the full year.



John D. Clark Award
Rene Mederos (06/28/99)
Moorpark Plant

Dan Clark (09/23/68) Chairman of the Board presenting
plaque to **Rene Mederos** (06/28/99) Customer Sales
Representative at the Moorpark Plant.

The Company annually presents an award to the person who is considered to have been the most outstanding Dust Control Customer Sales Representative of the year. The competition for this award includes all Customer Sales Representatives in all Plants and Service Centers.

Objective consideration:

Management Information Reports, new business, lost business, lost charges, revenue, credit issued, as compared to plan.

Customer Sales Representative of the Month, at least once during the year.

The Customer Sales Representative must be on the same route for the full year.

Prudential Recognizes Its 2011 Outstanding Achievement Award Recipients

Chula Vista, California Plant Team



Moorpark, California Plant Team



Mesa, Arizona Plant Team



First Shift



Second Shift

Denver, Colorado Service Center



Austin, Texas Plant Team



2011 \$1932 Club Recognition

Congratulations to the Company's \$19.32 CSR 2011 sales average qualifiers! 2011 produced 43 qualifiers, great effort!

Any CSR with a \$19.32 paid sales average or above for the calendar year shall be awarded the Super Star status.



Rene Mederos (06/28/99)
Customer Sales Representative
Moorpark Plant
Weekly Sales Average \$65.94



Christopher Northey (06/15/09)
Customer Sales Representative
El Paso Service Center
Weekly Sales Average \$54.12



Alex De La Fuente (01/19/09)
Customer Sales Representative
El Paso Service Center
Weekly Sales Average \$52.85



Rene Ruan (05/11/09)
Customer Sales Representative
Phoenix Plant
Weekly Sales Average \$46.15



Mike Ray (08/06/07)
Customer Sales Representative
Riverside Plant
Weekly Sales Average \$43.02



Michael Meza (07/14/08)
Customer Sales Representative
Chula Vista Plant
Weekly Sales Average \$43.10



JP Landin (04/19/06)
Customer Sales Representative
Riverside Plant
Weekly Sales Average \$38.13



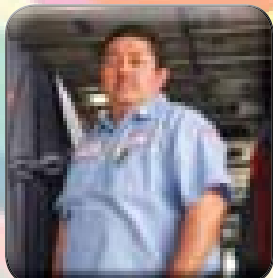
Miguel Echevarria (12/03/07)
Customer Sales Representative
Phoenix Plant
Weekly Sales Average \$37.17



Sal Alamillo (03/28/05)
Customer Sales Representative
Victorville Service Center
Weekly Average \$36.60



Rigoberto Mendez Jr. (07/20/06)
Customer Sales Representative
El Paso Service Center
Weekly Sales Average \$35.84



Enrique Leija (01/18/99)
Customer Sales Representative
Los Angeles Plant
Weekly Sales Average \$35.10



Antonio Gomez (08/03/09)
Customer Sales Representative
Sacramento Service Center
Weekly Sales Average \$34.70



Chad Frye (02/21/05)
Customer Sales Representative
Vista Plant
Weekly Sales Average \$34.48



Robert Villa Jr. (12/02/08)
Customer Sales Representative
Moorpark Plant
Weekly Sales Average \$33.75



Bryant Beasley (02/02/04)
Customer Sales Representative
Phoenix Plant
Weekly Sales Average \$33.15



Joshua Lewis (07/29/09)
Customer Sales Representative
Prescott Service Center
Weekly Sales Average \$31.46



Vince Maraccini (05/07/07)
Customer Sales Representative
Carson Plant
Weekly Sales Average \$30.63



Jose Garcia (05/11/81)
Customer Sales Representative
Los Angeles Plant
Weekly Sales Average \$30.12



Arturo Magana (10/29/90)
Customer Sales Representative
Carson Plant
Weekly Sales Average \$29.17



Not Pictured:
Adam Jackson (12/13/99)
Customer Sales Representative
Chula Vista Plant
Weekly Sales Average \$32.27

\$19.32 Club continued



Jared McCutchan (05/07/07)
Customer Sales Representative
Riverside Plant
Weekly Sales Average \$28.67



Rick Valdez (06/11/91)
Customer Sales Representative
Vista Plant
Weekly Sales Average \$26.35



Al Trevizo (04/20/98)
Customer Sales Representative
Los Angeles Plant
Weekly Sales Average \$26.10



Troy Beavers (01/15/99)
Customer Sales Representative
Phoenix Plant
Weekly Sales Average \$25.67



Donald Clark Jr. (08/18/03)
Customer Sales Representative
Carson Plant
Weekly Sales Average \$25.38



Paul Reese (08/14/95)
Customer Sales Representative
Los Angeles Plant
Weekly Sales Average \$25.19



Kevin Burton (11/20/00)
Customer Sales Representative
Phoenix Plant
Weekly Sales Average \$25.02



Darrin Reed (10/24/05)
Customer Sales Representative
Carson Plant
Weekly Sales Average \$24.56



Dean Cesario (12/27/89)
Customer Sales Representative
Irvine Plant
Weekly Average \$24.48



Stacey Kohlman (04/13/98)
Customer Sales Representative
Albuquerque Plant
Weekly Sales Average \$23.38



Mark VanDyke (07/02/07)
Customer Sales Representative
Prescott Service Center
Weekly Sales Average \$22.77



Al Flores, Jr. (10/26/10)
Customer Sales Representative
Las Vegas Service Center
Weekly Sales Average \$22.60



Rey Alcala (01/29/90)
Customer Sales Representative
Chula Vista Plant
Weekly Sales Average \$22.31



Humberto Sevilla
Customer Sales Representative
Milpitas Plant
Weekly Sales Average \$21.27



Vincent Aguon (06/20/05)
Customer Sales Representative
Vista Plant
Weekly Sales Average \$20.65



Michael Johnson (07/08/09)
Customer Sales Representative
Vista Plant
Weekly Sales Average \$20.54



Sean Eubank (04/04/05)
Customer Sales Representative
Carson Plant
Weekly Sales Average \$20.52



Michael Flores (06/13/88)
Customer Sales Representative
Vista Plant
Weekly Sales Average \$19.90



Anthony Harding (10/27/08)
Customer Sales Representative
Riverside Plant
Weekly Sales Average \$19.87



Michael Harrill (05/04/92)
Customer Sales Representative
Riverside Plant
Weekly Sales Average \$19.48



Thomas Chmielewski (12/01/98)
Customer Sales Representative
Prescott Service Center
Weekly Sales Average \$19.33



Gary Brooks (03/14/88)
Customer Sales Representative
Vista Plant
Weekly Sales Average \$19.31

2011 Annual Corporate Sales Awards

Gold Star Award

Rich Perry



The Company annually presents an award to the person who is considered to have been the most outstanding Corporate Sales Representative / Account Executive of the year. The competition for this award includes Corporate Sales Representative / Account Executive in all Plants and Service Centers.

Rich Perry (04/30/07) Senior Account Executive, Richmond Cleanroom Plant receives Gold Star Plaque from **Jerry Martin** (04/20/92) Vice President of Sales & Marketing, Corporate Office and **Dan Clark** (09/23/68) Chairman, Corporate Office.

Awards Sales Representatives who achieve a \$120/\$140/\$180 (depending on territory) or greater weekly sales average based on the representatives' annual sales production (minimum 6 months in field - 26 field weeks).

President's Club Award Ceremony



Above President's Club Awards Photo

Front Row (left to right):

Rich Perry (04/30/07) Senior Account Executive, Richmond Plant,
William "Don" Bryson (10/15/07) Corporate Sales Representative, Moorpark Plant,
Jackie Delcid (03/09/09) Corporate Sales Representative Carson Plant,
Mark Frantz (06/15/09) Direct Sales Representative, Irvine Plant,
Anthony Frumusa (03/02/09) Corporate Sales Representative, Chula Vista Plant,

Back Row (left to right):

Jerry Martin (04/20/92) Vice President of Sales and Marketing, Corporate Office,
Gene LeClair (03/15/99) Corporate Sales Representative, Chula Vista Plant,
Jennifer Shearer (08/14/07) Corporate Sales Representative, Riverside Plant,
Rosa Vasquez (01/28/08) Account Executive, Los Angeles Cleanroom Plant,
Tom Watts (09/08/75) President, Corporate Office,
James "Nate" King (05/24/04) Senior Account Executive Austin Cleanroom Plant,
Myles Reukema (01/05/04) Director of Cleanroom Sales, Corporate Office,
Samuel Ross (03/20/00) National Account Executive, Corporate Office.

President's Club Newport Harbor Dinner Cruise



Dan Clark Award *Tucson Plant*



Awards the Plant with the highest weekly sales average. The sales average is calculated by determining the total sales revenue sold by all assigned Plant Sales Representatives, then divided by the number of assigned sales personnel, then divided by fifty-two weeks.

Left to Right: Robert Bossardet (08/23/10) Corporate Sales Representative now promoted to District Sales Manager, Dan Clark (09/23/68) Chairman of the Board, Frank Rich (01/29/90) District Sales Manager.
Not pictured: Jeff Zeldman (10/10/83) Corporate Sales Representative

Rookie of the Year Award *Anthony Frumosa*



Awards the first year Sales Representative maximum of six months who has the highest weekly sales average.

Left to Right:
Steve Martin (09/07/10) District Sales Manager,
Anthony Frumosa (01/02/99) Corporate Sales Representative,
Dean Killian (03/06/95) Director of Sales.

District Sales Manager of the Year *Myles Benkema*



The Company annually presents an award to the person who is considered to have been the most Manager of the year. This award consists of an engraved plaque, which is a personal gift to the winner.

Left to Right:
Jerry Martin (04/20/92) Vice President of Sales & Marketing,
Myles Benkema (01/05/94) Director of Cleanroom Sales.

Annual Top Pro Award *Jennifer Shearer*



The Top Pro Award is presented to the Corporate Sales Representative who achieves the sales goal and earns the most sales for a given selling period. The Annual Top Pro Award is presented to the Corporate Sales Representative who receives the most Top Pro Awards in a selling year.

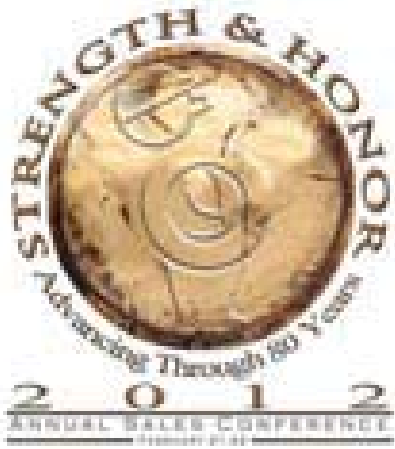
Left to Right:
Bill Evans (08/20/07) District Sales Manager,
Jennifer Shearer (08/14/07) Corporate Sales Representative,
Dean Killian (03/06/95) Director of Sales.

Annual Clean Pro *Rich Perry*



The Clean Pro Award is presented to the Cleanroom Account Executive who achieves the sales goal and earns the most sales for a given selling period. The Annual Clean Pro Award is presented to the Cleanroom Account Executive who receives the most Clean Pro Awards in a selling year.

Left to Right:
Rich Perry (04/30/07) Senior Account Executive,
Myles Benkema (01/05/94) Director of Cleanroom Sales.



Thank you to all of our speakers and attendees!

Conference highlights include:

- Annual Awards Dinner
- Key Note Speakers
- President's Club Panel Discussion
- Prudential Brand Study Review
- Prudential's Price Integrity
- Offering Training
- Executing the VF Imagewear / Prudential Brand Offering
- RedKap Garment Differentiator Training
- Bulwark / OSHA FR Requirement Training
- RedKap Brand Advances
- G-Team Product / Sales Training; Mats, Paper & Soap
- Sales Logix Updates – Smart Phone Application Training
- ABS Customer Web Portal Training
- Cleanroom Breakout Sessions
- Enhanced Earning Opportunities



Dan Clark (09/23/68) Chairman, thanks the sales team for the results in 2011.



Tom Watts (09/08/75) President, sets goals for the sales team.



Jerry Martin (04/20/92) Vice President of Sales & Marketing, kicks off the Annual Sales Conference.



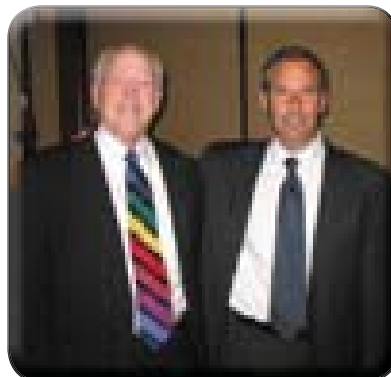
Key Note Speaker, **David Crace**, VP Marketing, VF Imagewear spoke about "Market Trends & Brand Building".



Sam Ross (03/20/00) National Account Executive gave insight into the National Account Program.



Mark Frantz (06/15/09) Direct Sales Account Executive was excited to share with the team the growth of the Direct Sales Program.



Jon Heavin, Account Executive, VF Imagewear and **Rick Fisher**, FR Representative, VF Imagewear were guest speakers in our breakout sessions to discuss "VF Imagewear and Bulwark Training".



The G-Team Product Sales Training

Left to right:

Roger Cox (05/15/95) Regional Route Sales Representative
Chuck Bradley (04/21/03) Regional Route Sales Representative
Brian Cole (08/11/94) Sr. Regional Route Sales Representative



The Corporate Sales Representatives during one of the breakout sessions.



The Corporate Sales Representatives learn about new products that we are offering.



Jerry Martin (04/20/92) Vice President of Sales & Marketing presents **Dan Clark** (09/23/68) Chairman with an 80th Anniversary crystal recognition award and cake.



Enjoying lunch at the conference.



Juliet Mazza, Mendoza & Associates was a guest speaker to discuss "POS Brand Study and Price Integrity Training".



Ziva Abraham and **Amir Abraham** from Microrite were guest speakers at the cleanroom conference training session.



The Prudential Cleanroom Service Team..



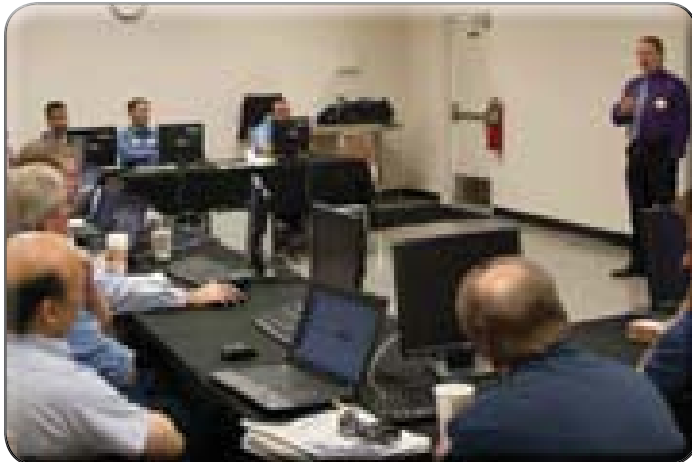
2011 President's Club Panel Discussion.

Training Programs

Maintenance Supervisor Training Meeting - November 30 - December 2nd
Truck Maintenance Training Meeting - November 29th - 30th



Maintenance Supervisor Training Group.



Maintenance Supervisor training sessions in progress.

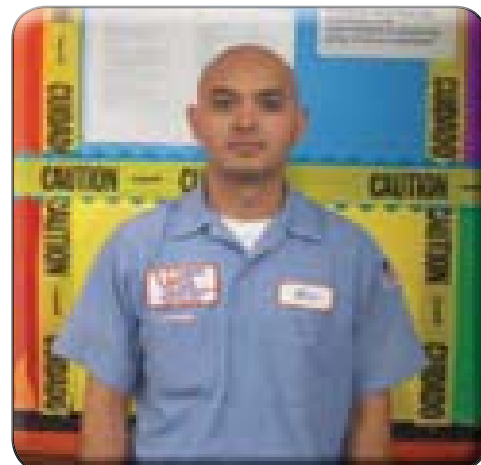


BBQ for both training sessions.

Route To Success Program - Certifications



Vista Plant's Customer Sales Representative's
left to right:
Izzy Robbins (6/13/11), Jeff Davis (07/25/11) have been fully certified
through the POS Route To Success program.

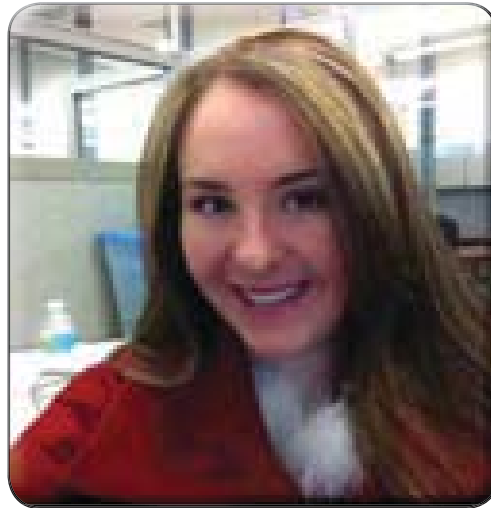


Glen Navarro (05/09/11)
Customer Sales Representative, Vista Plant
has been fully certified through the
POS Route To Success program.

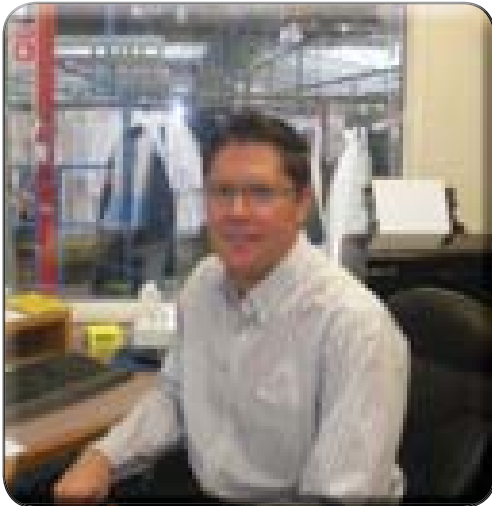
Management Assignments



Ashley Carroll (05/14/07) was promoted from Sales & Service Manager at the Chula Vista Plant to Key Accounts Manager at the Corporate Office.



Katlin Laming (03/28/12) has been hired as the Associate Quality Assurance Manager at the Corporate Office.



Rodrigo Patron (12/01/11) has been hired as Plant Superintendent at the Vista Plant.



Kelly Huizinga (06/27/11) has been promoted from the MPTP program to the Sales and Service Manager at the Los Angeles Cleanroom Plant.



Brandon Castellano (09/24/07) was promoted to Sales & Service Manager from Route Manager at the Phoenix Plant.



Nick Labelle (07/25/11) was promoted to Route Manager from Customer Sales Representative at the Phoenix Plant.



Mike Ray (08/06/07) was promoted from Customer Sales Representative to Corporate Sales Representative at the Riverside Plant.

Denver Service Center Expands Our Products

Industrial Services have been added to the Denver, Colorado Cleanroom Service Center.

On March 5th, 2012 it was announced that the Denver, CO Service Center will expand their product and service offerings to include Prudential's complete product line. The entire Denver team is looking forward to this exciting opportunity.



Edward Harrison (12/14/09) Route Manager, Denver Service Center adds the Prudential Overall Supply sign to the Cleanroom Service Center office.



The Denver Team poses outside of the Denver Service Center.

Left to right:

Steve Ogle (12/14/09) Customer Service Representative

Chuck Mitchell (12/07/09) Line Driver

Les Klinger (01/12/12) Customer Service Representative

Ed Guthrie (01/23/12) Corporate Sales Representative

Mark Staub (05/09/05) Account Executive, Cleanroom & Industrial

Rafael Sanchez (12/07/09) Assistant General Manager

Edward Harrison (12/14/09) Route Manager

Aaron's Safety Corner



Aaron M. Elbersson
(02/07/11)
Customer Sales
Representative
Safety Coordinator



Safety matters

On February 8th and March 27th of this year, a Safety Summit was held at the Corporate Office and Central Garage for CSR's and CSvR's. Representatives from the California and Nevada plants and service centers met to discuss safety issues, driving/truck safety, and the POS safety process. Attendees of these meetings shared their safety concerns, provided feedback on their plant's CSR/CSvR safety process, and received training to take back and share with their co-workers. A major theme of these meetings was lifting safety and ergonomics. Collectively, members of the meetings worked towards standardizing proper lifting and material handling techniques to minimize incidents and injuries to CSR's and CSvR's while loading their trucks and servicing their customers. Through their meetings they established the following guidelines for handling merchandise:

1. Reduce the size and weight of material if it exceeds the 50lb. limit.
2. Provide good hand holds.
3. For lifting, keep the torso up and the knees bent – never twist.
4. Keep object close to the body; with arms at the side, wrists straight, and elbows at a 90° angle.
5. Minimize the distance through which the object must be carried (use a cart).
6. Plan all movements and make them smooth.
7. Never enter or exit the truck with merchandise in your hands.

The final safety meeting will take place in May. The safety Summit members and I look forward to sharing the results of the next meeting with all POS employees.

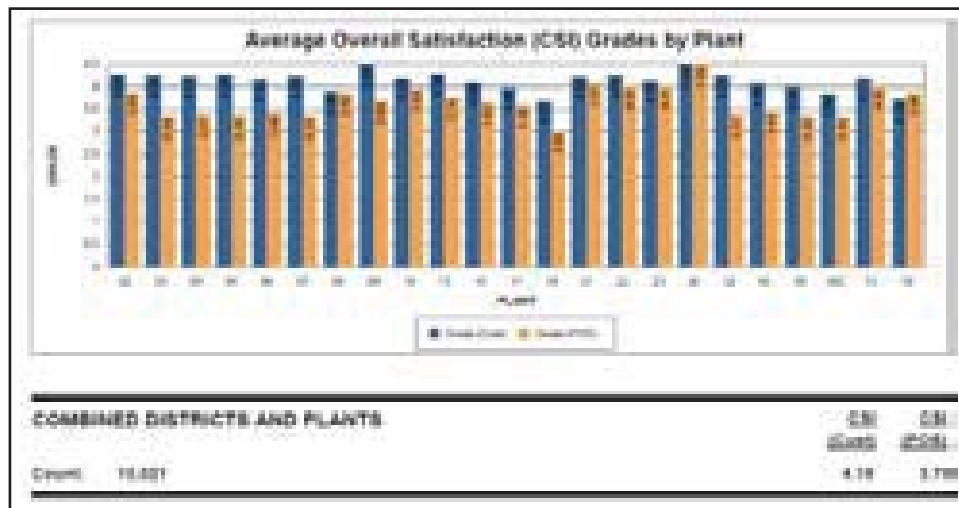
Did you Hear the News?

Prudential Overall Supply Releases 2011 Customer Satisfaction Score

Prudential Overall Supply, an industry leader in reusable image work apparel and related textiles, today announced its 2011 customer satisfaction index (CSI) score. The score is measured through the Company's Customer Visitation (CV) process. The CV occurs with a face to face meeting with each reviewed customer. The CV rates each customer service touch-point (18 points for industrial customers and 13 points for cleanroom customers).

Prudential's Chairman of the Board, Dan Clark comments, "The CV process is our way to better connect to our customers' requirements, and to verify that we are delivering the customer service experience that we have promised. I personally spend nearly a third of my yearly calendar conducting CV's with our management team. It is the most enjoyable part of my year, and it is the time I learn the most about our business"

Conducting 10,021 face to face Customer Visitations, Prudential achieved a CSI rating of 4.18 (compared to 4.16 in 2010) on a 5-point scale. The Company remains committed to improving on this rating in 2012.



Great Job!



The Riverside Management Team recognized their top spindle producers in Production for their outstanding efforts. The group was treated to a nice lunch and recognized for consistently over-achieving on their spindle goals.

Left to right:

Miguel Cabrera (04/23/01) Distributor **Jay Boyer** (02/07/84) General Manager, **Ramon Martinez** (10/26/78) Washer, **Jose Luis Virues** (11/21/88) Head Washer, **Rafael Serrano** (06/29/00) Distributor, **Olivia Suarez** (09/15/97) Presser.

Cool!



The Los Angeles Plant has new vending machines that have the Prudential branding on them. Very cool!

Did you Hear the News?

Congratulations!



Lee Marino (05/25/90) Fleet Mechanic retired after 22 years at the Central Garage. We wish him well!

Congratulations!



Alberto Corona (01/16/79) Maintenance Mechanic at the Riverside Plant celebrated his 33rd anniversary with Prudential.

Let's Celebrate!

Congratulations!



Nita Dennis (11/30/71) Office Manager at the Riverside Plant celebrates her 40th anniversary with Prudential. We appreciate her for all she has given our company over the last 40 years.

Congratulations!



2011 Vista Plant Business Man of the Year Award has been awarded to **Vincent Aguon** (06/20/05) Customer Sales Representative for operating the most efficient route in terms of new sales, financial performance, customer retention and administrative procedures.

Happy 50th Birthday!



The Milpitas Plant celebrated **Steve Voros's** (12/03/90) Regional Engineer 50th Birthday!

Congratulations!



The Vista Plant Award for the 2011 Highest Net Route Average was awarded to **Chad Frye** (02/21/05) Customer Sales Representative.

Fun Trip!



On March 10th, 2012 a few Prudential Overall Supply employees attended the Solvang Century (100 mile) bike ride. Prudential participants where: **Mike Blazek** (05/21/90) General Manager, Austin Plant, **Darrin Kendrick** (02/02/04) Service Center Manager, Victorville Service Center, **Jeff Nelson** (08/08/89) Regional Manager, Corporate, **Scott Chafin** (12/13/99) General Manager, Vista Plant and **John Clark** (08/31/09) General Manager, Irvine Plant. Plus suppliers, **Russ Wenter** (Sanmar) & **Steve Seaman** (Edwards).

Did you Hear the News?

It's Roses for the Los Angeles Plant



The Los Angeles Plant donated coveralls to the City of La Canada for their employees to wear while decorating their float for the Rose Bowl Parade.



Proud Father!



Wagner College in Staten Island, NY, head diving coach Kelly Mohr has announced the signing of Erica Curry daughter of **David Curry** (01/17/07) Key Account Manager, to the Seahawks 2012 roster. Curry signed her National Letter of Intent and will join the Wagner class of 2016 next fall. Good Luck!

In Memoriam



Virginia Ferensak (08/24/87) who passed away in March of 2012. Virginia was a very proud Prudential employee that would often be seen on weekends at the mall in her Prudential uniform. Virginia was an extremely loyal employee that will be missed greatly. Prudential Overall Supply was her life and we will miss her dearly.



From the Prudential Mail Bag...

1994, 1995, 1996, 1997, 1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 2674, 2675, 26

(Julia's answer was a long way to correctly answering the question with "Practical")

12

Humberto (Duke) Sevilla (06/10/96)
Customer Sales Representative, Milpitas Plant.



We are often asked to compare when things don't go well in service to last. But we are not pleased with the idea that our top three brands promise that I know I can't go back to a better place and other things.

While we were present at our planning and discussed the weekend before the meeting.

1000

Only from
Select Approved Online Sellers



1000

©2004, year-end employee distribution generally not treated as long-term debt to satisfy §1.2612-1(c)(2)(ii)(B). This is a nonexhaustive list of types of year-end asset and/or community property distributions to a family for its estate.

We say thank you to your editorial committee. We understand that you have many constructive reasons for rejecting documents and we accept that you might be justifiably grumpy. We had, however, a few good reasons and expect to see you 17th July.

Table 1

 (Signature) (Print Name)



Jay Boyer (02/07/84)
General Manager, Riverside Plant.



David Johnson (05/24/10)
Customer Sales Representative, Irvine Plant
&
John Clark (08/31/09)
General Manager, Irvine Plant.

*Thank you for your
kind letters!*

From: Rosiland Edwards
Sent: Thursday, December 15, 2011 3:03 PM
To: Sandra Lieu (GM P15)
Subject: Abel Valencia

Dear Sandra Lieu:

I'd like to compliment one of your employees, Abel Valencia, for the excellent service he provides every week to Cephalone Pharma, LLC.

Mr. Valencia has assisted Cephalone Pharma, LLC with our account after numerous discrepancies regarding inventory control and a few more issues.

We have always been pleased with the service we receive from PCS. However, Mr. Valencia's courteous attitude, expert knowledge, and patience in handling our specific issues were very important to our complete customer satisfaction. While we know that it is not Mr. Valencia's responsibility to explain the complete process and service of the cleanroom garments to us, we feel like Mr. Valencia treated our affairs with the utmost importance.

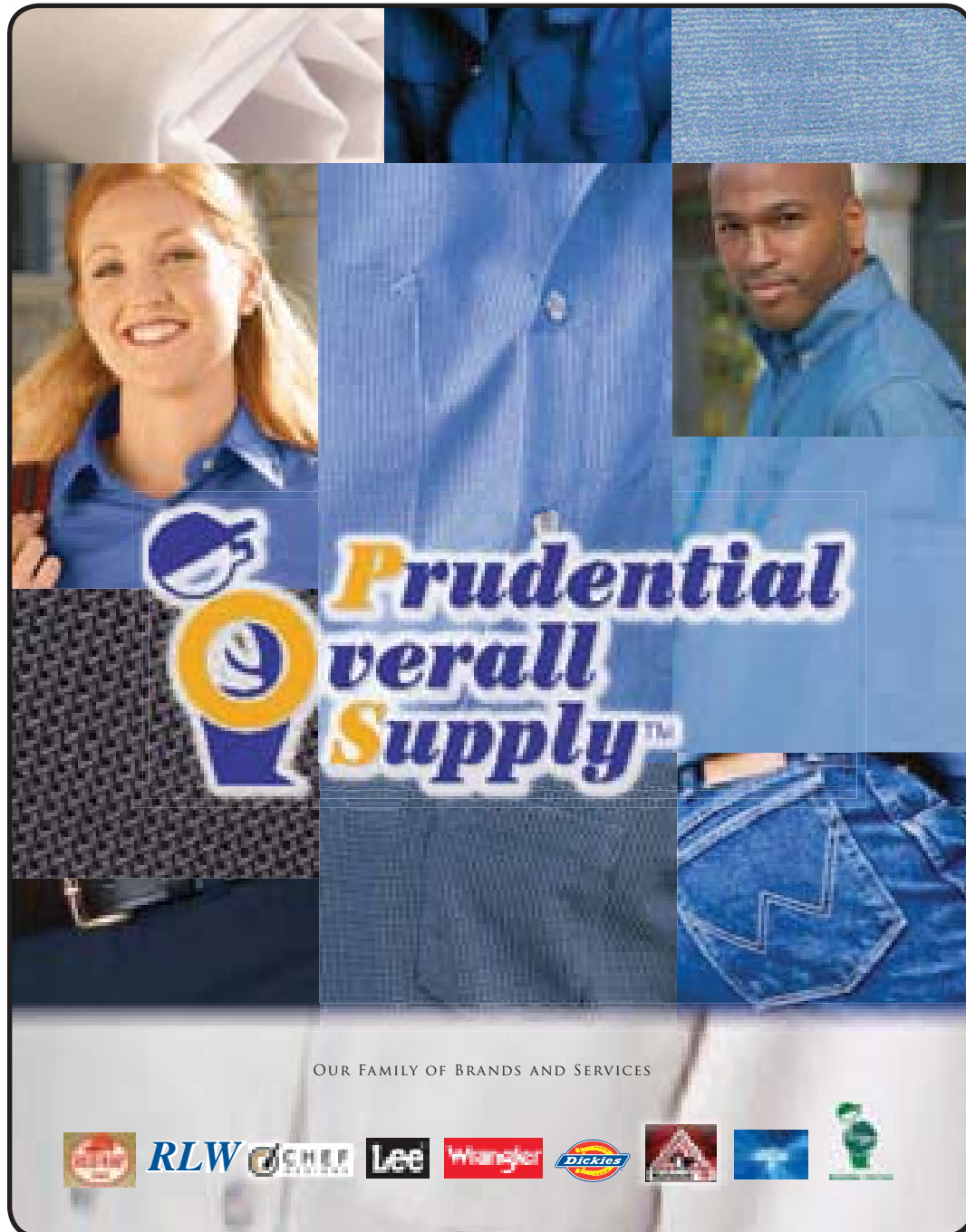
Such a commitment to great customer service is to be commended. So I felt compelled to let Mr. Valencia's superiors know what an awesome job he does. I am sure you will appreciate my position, and I hope that you will pass the recognition on to him.

Sincerely,
Rosiland Edwards
HR Administrator
Cephalone Pharma, LLC
Pomona, Ca

Abel Valencia (09/10/90) Customer Service Representative, Los Angeles Cleanroom Plant.

Follow Prudential on:   www.PrudentialOverallSupply.com

Ask your CSR for a copy of our new catalog!



We are excited to announce that this brochure is printed entirely on Forest Stewardship Council certified paper. FSC certification ensures that the paper used in this publication contains fibers from well-managed and responsibly harvested forests that adhere to strict environmental and socioeconomic standards. We are proud to make this significant move to help our environment. The FSC logo on our publication signals not only FSC certification, but also Prudential Overall Supply's commitment to improving the environment.

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