



OFF-THE-CUFF

WHAT'S INSIDE:

- Outstanding Achievement Awards
- Annual Sales Conference and Awards
- Anniversary Celebrations
- Retirements
- Clean Green Updates
- Did You Hear the News?



FEATURING:
MILPITAS INDUSTRIAL PLANT

A PUBLICATION FROM



FEATURED PLANT



MILPITAS INDUSTRIAL PLANT

THE MILPITAS INDUSTRIAL PLANT

YEAR OPENED:	1971
CURRENT NUMBER OF EMPLOYEES:	52
CURRENT NUMBER OF ROUTES:	11



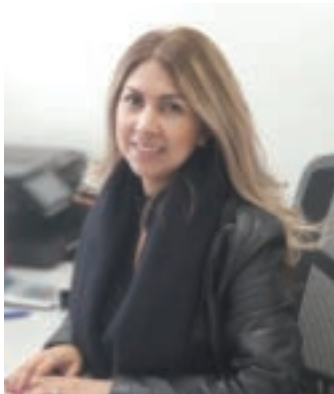
ROSA VASQUEZ
(01/28/08) General Manager

Rosa Vasquez joined Prudential in January 2008 as an Account Executive in the Cleanroom Division. She has 26 years of laundry experience in both Cleanroom and Industrial services. In her spare time, she volunteers as a Big Sister in the “Big Brothers Big Sisters” program and is absolutely enjoying every minute of it. She is the mother of two amazing young adult sons, Daniel and Kevin.



JOHN URIBE
(04/07/14) Sales & Service Manager

John was a combat engineer in the United States Army before joining Prudential. He has been married for 16 years and has three daughters. In his spare time he likes to watch Marvel movies and root for the Oakland Raiders.



JANETTE CEJA
(01/18/16) Senior Office Manager

Janette was born and raised in San Jose, California. She’s a soccer mom, and she loves spending time with her husband, four daughters, grandson, and her dog, Guero-- while rooting for the 49ers.

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

A Publication of Prudential Overall Supply - Dedicated to the improvement of employee morale and the broadening of customer relationships.
CONTRIBUTING EDITORS: Stephanie Leibick, Marketing Manager & Jerry Martin, Vice President of Sales & Marketing
LAYOUT & DESIGN: Stephanie Leibick, Marketing Manager & EOS Agency
Please address all correspondence and address changes to: StephanieL@pos-clean.com

MILPITAS INDUSTRIAL PLANT TEAM



SALES DEPARTMENT

BRUCE AROLA (12/29/97)
Corporate Sales Representative

Bruce started with POS in 1997 as an MPTP after a 10 year Professional Baseball career. He was on the operations side as a Route Manager and Sales & Service Manager until transferring to Corporate Sales in 2004. Bruce is a six time President's Club award winner. In his free time he enjoys barbecuing by the pool with family and friends, motorcycle riding, golfing, and fishing.

MARLON WILKINS (12/30/96)
District Sales Manager

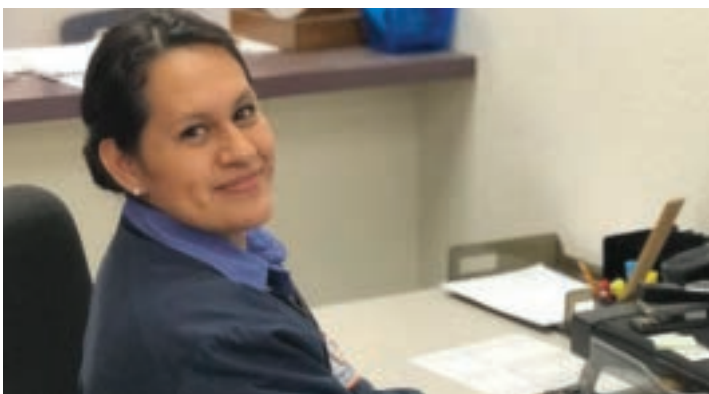
Marlon celebrated 21 years with POS in December. A father of two children Kwame (26) and Yvonne (21) who will be graduating from Cal State San Marcos in the summer of 2019. He enjoys giving back to the community, working with high risk youth, mentoring, and men's fashion. He was recently engaged to be married to his longtime girlfriend LaKeisha.

MARK SOUTAR (08/28/2017)
Corporate Sales Representative

Mark has been in sales for over 20 years, with 9 years of industry experience. His beautiful wife Donna and he enjoy their children Jason, Shauna, and Nicole along with their spouses. They are very happy Grandparents to one year old Grace Olivia, with another one on the way this September. In his free time he enjoys playing golf, riding his mountain and road bike, and traveling.

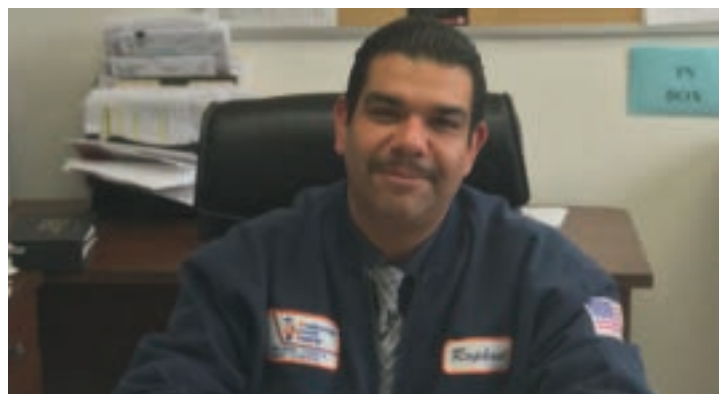
RICHARD BIRLEW (11/27/17)
Corporate Sales Representative

Richard has 5 years of experience working as a consultant in the laundry industry. He started working in the industry after completing his B.S. in Marketing and International Business at the University of the Pacific. In 2010 he won a national championship in inter-collegiate debate. Richard enjoys cycling, running, hiking, and all kinds of sporting events with his wife, Emma.



HILDA CHAVEZ
(06/23/14)
Production Manager

Hilda has been with Prudential since 2014 where she began as a towel folder, and is now Production Manager. She's a single mom, and she's going back to school for Business Administration. When she's not at work or school, she enjoys spending time with her son.



RAPHAEL LEYVA
(11/11/13) *Route Manager*

Raphael has a strong background in sales. He is married and has two daughters. He loves Star Trek, and in his spare time, he likes to cook, play video games, and spend time with his girls.

FEATURED PLANT



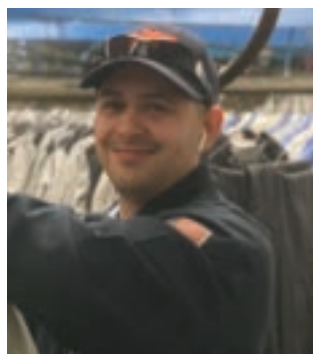
CUSTOMER SALES REPRESENTATIVES

Left to Right:

JOHN PERRY (12/04/17), **LEO SAUCEDO** (01/15/07),
ADRIAN RODRIGUEZ (09/26/13),
TONY MADRILEJOS (04/28/03),
TONY URENO (07/06/95),
DENNIS BLEISNER (11/19/01),
EFREN MEZA (10/16/17),
GARY RODRIGUES (10/20/08),
JORGE JAMES (09/19/16),

Not Pictured:

DUKE SEVILLA (06/10/96),
AARON LIVINGSTON (08/11/97),
WILLIAM FRENZER (09/06/05).



LEO SAUCEDO
(01/15/07)
Customer Sales Representative



PRODUCTION SUPERVISOR

JOSEFINA ACEVEDO
(11/10/97)



PRODUCTION SUPERVISOR

Left to Right:

ALFREDO ROMERO (02/27/12),



SOIL SORT

Left to Right:

MARIA LUISA MORA FAUSTO (05/10/06),
YOLANDA HERNANDEZ (01/03/17).



LAUNDRY

Left to Right: **CHANDRA DEVI** (12/24/14),
CARMELITA LOPEZ (01/09/18),
MARIA VILLAGOMEZ (02/15/18).



WASHFLOOR

JAIME RUBIO (09/05/17).



STEAM TUNNEL

LORENA LOZANO CASTILLON
(06/12/17).



FOLDER

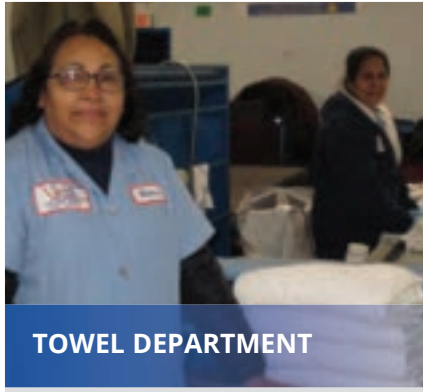
SILVIA LOZANO MOZO (03/27/17).

MILPITAS INDUSTRIAL PLANT TEAM



TOWEL DEPARTMENT

Left to Right:
RAQUEL PEREZ GUANDIQUE (05/22/17),
ESTELA RODRIGUEZ (11/05/96).



TOWEL DEPARTMENT

Left to Right:
REBECA MENDOZA (05/29/90),
LOURDES RAMOS (08/11/98).



DISTRIBUTION

Left to Right:
MARIANA LOYA (02/12/18),
MARISOL RIVERA (01/30/17),
GUADALUPE SANROMAN (09/22/97).



DISTRIBUTION

PATRICIA RODRIGUEZ
(01/15/18).



STOCKROOM

Left to Right:
MARIA CONTRERAS (05/04/99),
ANA GARCIA (04/06/11).



MICROFIBER DUST MOP STATION

PRICILLA FIGUEROA (02/12/18).



MAINTENANCE SUPERVISOR

RICARDO PELAYO (02/27/79).



MAINTENANCE

ISAAC SALAZAR
(12/19/16) *Maintenance Supervisor*



TRUCK LOADER

FABIAN RAMIREZ (12/07/2016).

MILPITAS INDUSTRIAL FEATURED CUSTOMER



ABOUT US

THE FRANCISCAN CRAB RESTAURANT

Located at:
Pier 43 1/2
Fisherman's Wharf
San Francisco, CA 94133
415.362.7733



If the beautiful San Francisco Bay Area is part of your itinerary, include a visit to Fisherman's Wharf, famous for seafood dining. The Franciscan Crab Restaurant offers superb panoramic seafood dining. Enjoy seafood favorites Dungeness Crab, Crispy Crabcakes, Seafood Antipasto, fresh oysters, and steamed mussels. The Franciscan Crab Restaurant also features freshly made burrata and salumi.

High ceilings and twenty foot windows, offer unforgettable views of San Francisco Bay, the Golden Gate Bridge, the Bay Bridge, San Francisco's spectacular skyline, Alcatraz and of course, historic Fisherman's Wharf. Built in the late 1950's and recently remodeled, the Franciscan restaurant has been a long standing part of San Francisco seafood dining and Fisherman's Wharf's landscape. Countless visitors, both native and from afar, have made the Franciscan restaurant a local tradition in seafood dining on the wharf.

We are proud to have the Franciscan as a loyal customer and supply them with chef coats, napkins and towels!



JUAN CARLOS BECERRA, Director of Restaurant Operations for 24 years,
ROSA VASQUEZ (01/28/08) General Manager, Prudential Overall Supply stand next to the wall of famous people who have enjoyed The Franciscan for lunch and dinner!

2017 OUTSTANDING ACHIEVEMENT AWARDS 🏆

PRUDENTIAL RECOGNIZES ITS

2017 OUTSTANDING ACHIEVEMENT AWARD RECIPIENTS

To recognize each operating plant that accomplishes its goals for revenue and profit during a calendar year.



OAA AWARDS

Congratulations to the following plants:

- Riverside Industrial Plant - Indio and Las Vegas Service Centers
- Los Angeles Industrial Plant
- Irvine Industrial Plant
- Milpitas Cleanroom Plant
- Los Angeles Cleanroom Plant
- Austin Cleanroom / Industrial Plant - St. Louis and San Antonio Service Centers

This is a fantastic accomplishment for you and your teams you can be proud of your efforts all year. Each plant received plaques, banners and other awards. Luncheon celebrations are held at each location. Again, thanks for a great year and congratulations to you and your teams!



🏆 2017 OUTSTANDING ACHIEVEMENT AWARDS



LOS ANGELES, CA - INDUSTRIAL



IRVINE, CA - INDUSTRIAL



MILPITAS, CA - CLEANROOM



LOS ANGELES, CA - CLEANROOM



AUSTIN, TX - CLEANROOM / INDUSTRIAL

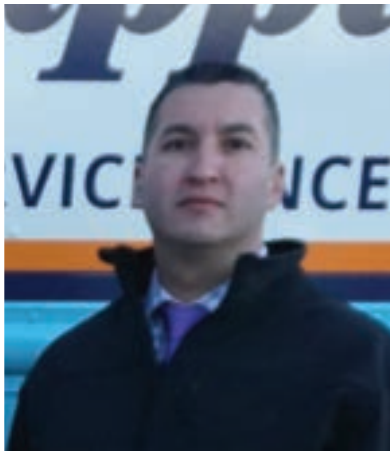


ST LOUIS, MO - SERVICE CENTER



SAN ANTONIO, TX - SERVICE CENTER

2017 SALES & SERVICE MANAGER RANKINGS



1st CAMERON BATES
(03/05/12)

CAMERON BATES of Irvine fame. One thing we have not seen in this ranking report before today is a Sales & Service Manager take his district wire to wire. As a reminder, Cameron tied for the top spot in the 1st half report with Mark Kibler from Phoenix and there was no slowing down for Cameron and team from that point forward. Another record Cameron set this year is the margin of victory. In a points race where the margin of victory hovered from about 8 to 12 points, Cameron smashed that number and ran off with a 24 point win. That's an incredible showing for sure! To no surprise Cameron and team had consistently great results in the 7 measured categories. Cameron found he and his team in the top spot in three of those categories, the 2nd spot in two and the 3rd spot in one. How's that for consistently outstanding stuff? Congratulations and thanks Cameron for all that you do!



2nd JEFF KEMP
(05/19/14)

JEFF KEMP representing the Commerce team this time around with an amazing performance. How about a company-best district revenue of 109.6%, 100% SOP success in the second half, a company best MIR score of 4.0 and 208 points earned out of a possible 208 points on his Major Account Review. With results like that, it's no surprise that the LA plant is poised to earn another Outstanding Achievement Award in 2017. Great job Jeff.



3rd STEVE HERNANDEZ
(08/20/01)

STEVE HERNANDEZ way up in Prescott has taken the #3 spot this time around and to no surprise to me. He is one of the most consistently great Sales & Service professionals in our organization. Consistently good results seem to be the theme of our top performers and Steve is no exception. Steve was within 10 points of the top spot in every category. Steve has also found himself in one of the top 10 positions in every one of the last three years of this report. In fact he finished 3rd in the ranking report last year. Congratulations Steve for your leadership and high standards!



SPECIAL SHOUT OUT!

SPECIAL SHOUT OUT TO THE REMAINING TOP 5 SSM:

#4 **BRANDON CASTELLANO** (09/24/07) can be found about 2 hours down the hill from Steve in the Valley of the Sun and talk about consistency. Brandon defines it. Always around the top of the ranking report and 2017 is no exception with 103% in district revenue, a company best 98% in customer retention, 100% in SOP success and a 3.5 MIR score. More outstanding stuff from Brandon as we have become accustomed to see. Nice work Brandon!

#5 **BRIAN ALVAREZ** (04/25/17) of Irvine rounds out our top 5 spots this year and where I cannot brag about Brian's consistently great results as he has been in his position for less than a year. It's a rarity to find one without the POS experience and knowledge to finish at or near the top as it takes most a few years to get the hang of all the responsibilities that come with your positions but Brian is that one of very few exceptions. He wasted no time and turned in great results such as 102% in district revenue, 97% customer retention, 3.5 MIR score and a 6.4% ageing. Nice start to your Prudential career Brian.

COMMERCE / IRVINE / PHOENIX TEAM:

I can't let you get away without mentioning **MARK WILLIS** (08/09/04), **JAIME MIRAMONTES** (09/25/06) and **STEVE DALLEY** (07/22/13) who as GM's, through their support and leadership placed all of their districts within the top 15 of the company. Now that is the epitome of consistency and just doesn't happen by accident. You guys have figured out that great results require everybody on the team to contribute. And it's not at all surprising that each of the three teams mentioned anxiously await that December statement as all are in line for an Outstanding Achievement Award.

Congratulations on another great showing everybody. Enjoy the ranking report, pat yourselves on the back and get back to work on 2018. In this report, we focus on the top producers but I hear stories like the Dan Prillamans of the world who although down at the bottom looking up, has made great strides in the overall improvement of our Winchester facility. All this while fulfilling his commitment to the Air Force reserves. I'm sure there are many stories similar to Dan's and as a reminder, one of the many great things about Prudential is that every year we start with a clean slate. January 1st is our equivalent to baseball's February 13th. The beginning of Spring Training when everybody has a chance at a World Series Ring. It's the same spot that the Cameron Bates of the world begin each year. Take advantage of it. Best wishes for a great 2018 everybody! - JEFF NELSON (08/08/89) Regional Manager



PLANT MANAGER OF THE YEAR

GLEN WOODS *Riverside*

The Company annually presents an award to the person who is considered to have been the most outstanding Plant Manager 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 Manager performance program. Demonstrates management skills, plant cleanliness, and product quality. The winner must be the Plant Manager at the same Plant for the full year.



SALES & SERVICE MANAGER OF THE YEAR

JEFF KEMP *Los Angeles Industrial*

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

SCOTT HYBERG *Fresno*

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

CHRIS WORKIZER *Irvine*

The Company annually presents an award to the person who sold the most new business during the year. The award consists of a handsome inscribed plaque which is a personal gift to the winner. A name plate is placed on a larger replica of this plaque which hangs in the Corporate Office. The competition for this award includes Customer Sales Representatives in all Plants and Service Centers.

OBJECTIVE CONSIDERATION:

Sales Logix commissions paid report and a new business commission status report. 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. Employed by the Company at the time of the award.

PRUDENTIAL RECOGNIZES ITS 2017 \$19.32 CLUB

Congratulations to the Company's \$19.32 CSR 2017 sales average qualifiers! Any CSR with a \$19.32 weekly paid sales average or above for the calendar year shall be awarded the Super Star status.



CHRIS WORKIZER
(02/15/16)
Irvine Plant
\$131.42/wk



BRIAN STEINBRENNER
(10/31/05)
Carson Plant
\$73.87/wk



ENRIQUE LEIJA
(01/18/99)
Los Angeles Plant
\$73.87/wk



DOMINIC CHACON
10/11/10)
Phoenix Plant
\$54.14/wk



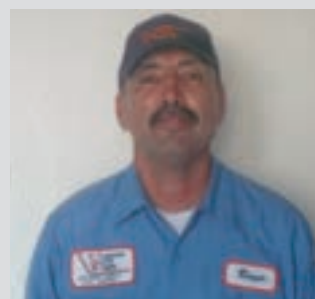
ROBERT DELGADO
(10/05/09)
San Antonio Service Center
\$47.85/wk



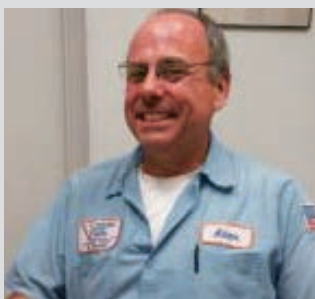
VINCE MARACCINI
(05/07/07)
Carson Plant
\$47.46/wk



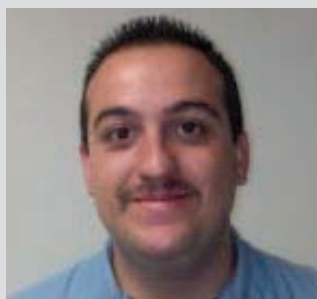
MIGUEL ANGEL ROMO JR.
(08/08/16)
Tucson Plant
\$46.26/wk



ROGER BALDIVIEZ
(05/12/04)
Los Angeles Plant
\$45.13/wk



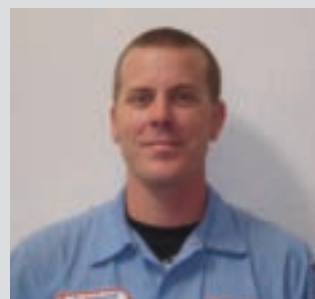
ADAM WALKER
(01/30/95)
Indio Service Center
\$44.20/wk



STEVEN ACOSTA
(08/09/10)
Indio Service Center
\$43.37/wk



OCTAVIO TREJO
(11/28/11)
Carson Plant
\$42.61/wk



JEFF ROGERS
(07/25/11)
Phoenix Plant
\$42.36/wk



DARRIN REED
(10/24/05)
Carson Plant
\$42.22/wk



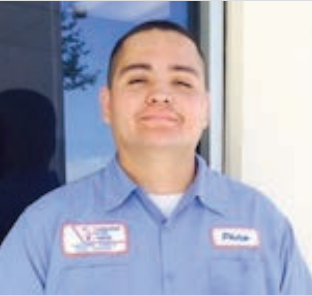
JOSE GARCIA
(05/11/81)
Los Angeles Plant
\$41.60/wk



KYLE WATERS
(09/15/14)
Carson Plant
\$39.98/wk



DANIEL VILLEGAS GONZALEZ
(06/24/13)
Indio Service Center
\$37.09/wk



PHILIP LOPEZ
(09/02/14)
Irvine Plant
\$35.77/wk



PAUL REESE
(08/14/95)
Los Angeles Plant
\$34.89/wk



MARK VAN DYKE
(07/02/07)
Prescott Valley Service Center
\$34.25/wk



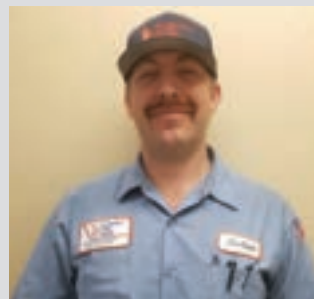
STEVEN A. WHITSON
(03/18/96)
Irvine Plant
\$33.17/wk



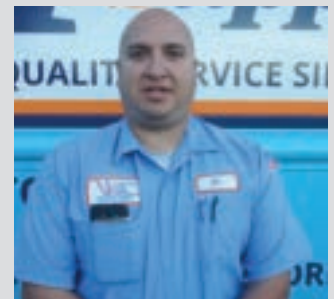
RONI RAHEB
(12/08/14)
Irvine Plant
\$32.08/wk



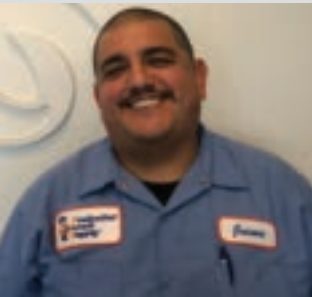
CHRISTIAN ALVAREZ
(03/02/15)
Phoenix Plant
\$31.42/wk



JOSHUA MOELLER
(09/19/16)
Chula Vista Plant
\$29.81/wk



PRUDENCIO QUINTANA JR.
(04/27/12)
Irvine Plant
\$29.10/wk



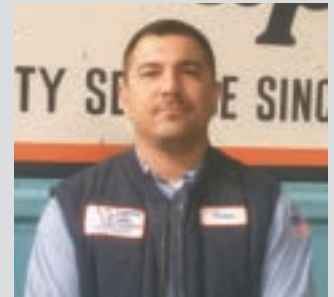
JAIME AYON
(10/10/16)
Los Angeles Plant
\$28.94/wk



FRANK R. DIOGOSTINE
(03/28/05)
Irvine Plant
\$28.09/wk



JEAN-PIERRE LANDIN
(04/19/06)
Riverside Plant
\$28.07/wk



ISAAC HERNANDEZ
(02/04/13)
Carson Plant
\$28.02/wk



DUKE SEVILLA
(06/10/96)
Milpitas Plant
\$27.87/wk



ABEL VALENCIA
(09/10/90)
Riverside Plant
\$27.03/wk



ALFONSO TREVIZO
(04/20/98)
Los Angeles Plant
\$26.83/wk



MICHAEL ARMSTRONG
(07/25/11)
Phoenix Plant
\$26.51/wk

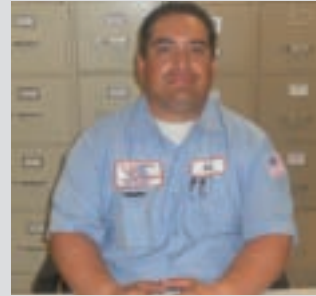
\$19.32 CLUB



ROBERT VILLA
(12/02/08)
Moorpark Service Center
\$26.40/wk



THOMAS CHMIELEWSKI
(12/01/98)
Prescott Valley Service Center
\$25.43/wk



SALVADOR ALAMILLO
(03/28/05)
Riverside Plant
\$25.25/wk



KEITH CASE
(09/09/02)
Moorpark Service Center
\$25.09/wk



ANTHONY CRENSHAW
(03/20/06)
Chula Vista Service Center
\$24.89/wk



ERIC MEVISSEN
(01/06/09)
Prescott Valley Service Center
\$24.87/wk



DEAN CESARIO
(12/27/89)
Irvine Plant
\$24.65/wk



OWEN MAYOTTE
(05/18/09)
Prescott Valley Service Center
\$24.36/wk



TOBIAS TRUJILLO
(10/09/06)
Tucson Plant
\$23.48/wk



JUSTIN PLENERT
(10/09/06)
Indio Service Center
\$23.46/wk



CHRIS MORENO
(02/16/2015)
Tucson Plant
\$23.41/wk



JASON MORENO
(09/26/11)
Irvine Plant
\$23.31/wk



JARED MCCUTCHAN
(05/07/07)
Riverside Plant
\$23.17/wk



MANUEL LOPEZ
(09/08/15)
Irvine Plant
\$23.01/wk



SERGIO GONZALEZ
(07/18/05)
Riverside Plant
\$22.97/wk



ROB TRICE
(02/18/08)
Denver Service Center
\$22.96/wk



DUMAKA C. MCQUEEN
(12/05/15)
Colonial Heights Plant
\$22.78/wk



MIGUEL ECHEVARRIA
(12/03/07)
Phoenix Plant
\$22.74/wk



MARK ARIAS
(11/02/09)
Riverside Plant
\$22.70/wk



RUBEN ANTHONY MARTINEZ
(09/21/15)
Phoenix Plant
\$22.60/wk



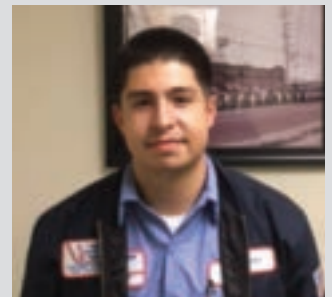
WILLIAM MARTINEZ
(11/24/14)
Los Angeles Plant
\$22.55/wk



OSVALDO BENITEZ
(12/30/13)
Irvine Plant
\$22.29/wk



DAVID OLIVER
(07/25/11)
Greenville Service Center
\$22.26/wk



ISAAC GARCIA
(04/22/14)
Albuquerque Plant
\$20.91/wk



JOSE BACA
(11/23/09)
Riverside Plant
\$20.75/wk



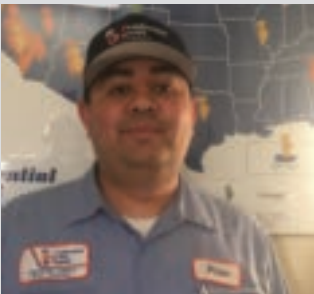
ANTONIO JIMENEZ
(01/21/86)
Carson Plant
\$20.68/wk



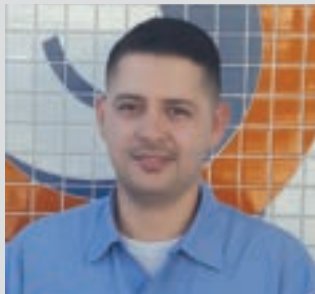
SERGIO SALGADO
(11/26/07)
Moorpark Service Center
\$20.44/wk



MARKUS ROMERO
(08/28/13)
Tucson Plant
\$20.39/wk



PETER GARCIA
(12/24/2012)
El Paso Service Center
\$20.39/wk



LEO SAUCEDO
(01/15/07)
Milpitas Plant
\$19.84/wk



TONY MARTINDALE
(05/29/07)
Tucson Plant
\$19.47/wk



SEAN EUBANK
(04/04/05)
Carson Plant
\$19.46/wk

2017 SALES AWARDS



GOLD STAR
Vigny Sonzeu

Prudential 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.

Left to right:

TOM WATTS (09/08/75) President, Corporate Office,

VIGNY SONZEU (10/19/15) AE, Los Angeles Cleanroom Plant,

DAN CLARK (09/23/68) COB, Corporate Office,

JERRY MARTIN (04/20/92) VP Sales & Marketing, Corporate Office..



PRESIDENT'S CLUB

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).

Front row left to right:

RICH PERRY (04/30/07) SRAE, Richmond Cleanroom Plant

MARLON WILKINS (12/30/96) DSM, Corporate Office

RYAN HULL (04/06/15) CoSR, Riverside Plant,

JOSE MONTES (02/19/01) CoSR, Tucson Plant ,

NICK MIRANDA (04/16/07) CoSR, Indio Service Center,

ED SMITH (09/05/95) CoSR, Prescott Valley Service Center,

Second row left to right:

TONY SANTOYO (07/07/14) CoSR, Irvine Plant,

ANTHONY FRUMUSA (03/02/09) DSM, Corporate Office,

RICHARD PHU (04/04/06) CoSR, Chula Vista Service Center,

MARK ESTRADA (04/26/10) CoSR, Los Angeles Plant,

BRUCE AROLA (04/26/10) CoSR, Milpitas Plant,

TOM WATTS (09/08/75) President, Corporate Office,

MARK KELLER (07/14/14) NAE, Corporate Office,

GENE LECLAIR (03/15/99) CoSR, Chula Vista Service Center,

SCOTT CAMP (08/21/97) CoSR, Tucson Plant,

MIKE RAY (08/06/07) NAE-DS, Corporate Office,

Third row left to right:

DON BRYSON (10/15/07) CoSR, Moorpark Service Center,

ANDY HOLLIDAY (11/10/03) CoSR, Los Angeles Plant,

MATT FOWLER (11/07/16) CoSR, Carson Plant,

ANDRES LOYA (01/05/15) CoSR, Carson Plant,

VIGNY SONZEU (10/19/15) AE, Los Angeles Cleanroom Plant,

SAM ROSS (03/20/00) NAE, Corporate Office,

Back row left to right:

JERRY MARTIN (04/20/92) VP Sales & Marketing, Corporate Office,

MYLES REUKEMA (01/05/04) Director of Cleanroom Sales, Corporate Office,

KEVIN THOMPSON (01/05/15) AE, Mesa Cleanroom Plant,

JOE TRAMONTANO (10/03/11) AE, Nashua Cleanroom Plant.



2017 SALES AWARDS



DAN CLARK AWARD Irvine 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 positions, then divided by fifty-two weeks.

Left to right: **DAN CLARK** (09/23/68) COB, Corporate Office, **JAIME MIRAMONTES** (09/25/06) GM, Irvine Plant, **MIKE RAY** (08/06/07) NAE-DS, Corporate Office, **TONY SANTOYO** (07/07/14) CoSR, Irvine Plant and **ANTHONY FRUMUSA** (03/02/09) DSM, Corporate Office.



ROOKIE OF THE YEAR Richard Phu

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

Left to right: **ANTHONY FRUMUSA** (03/02/09) DSM, Corporate Office, **RICHARD PHU** (04/04/06) CoSR, Chula Vista Service Center and **DEAN KILLION** (03/06/95) Senior Director of Sales, Corporate Office.



ANNUAL TOP PRO Mike Ray

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: **DEAN KILLION** (03/06/95) Senior Director of Sales, Corporate Office, **MIKE RAY** (08/06/07) NAE-DS, Corporate Office, Corporate Office and **ANTHONY FRUMUSA** (03/02/09) DSM, Corporate Office.



ANNUAL CLEAN PRO Vigny Sonzeu

The Annual Clean Pro Award is presented to the Account Executive who receives the most Clean Pro Awards in a selling year.

Left to right: **VIGNY SONZEU** (10/19/15) AE, Los Angeles Cleanroom Plant and **MYLES REUKEMA** (01/05/04) Director of Cleanroom Sales, Corporate Office.



DISTRICT SALES MANAGER OF THE YEAR Myles Reukema

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

Left to right: **JERRY MARTIN** (04/20/92) VP Sales & Marketing, Corporate Office and **MYLES REUKEMA** (01/05/04) Director of Cleanroom Sales, Corporate Office.



TOP INDUSTRIAL SALESPERSON OF THE YEAR Mike Ray

Awards the Sales Representative who has the highest weekly sales average for the division that is runner-up to the salesperson that earned the Gold Star award.

Left to right: **TOM WATTS** (09/08/75) President, Corporate Office, **MIKE RAY** (08/06/07) NAE-DS, Corporate Office and **JERRY MARTIN** (04/20/92) VP Sales & Marketing, Corporate Office.

🏆 2018 SALES CONFERENCE



CONFERENCE HIGHLIGHTS INCLUDE:

- Annual Awards Dinner
- Team Activity
- Key Note Speaker
- Clean Green Sustainability Sales Training
- RLW Product Sales Training
- National Account Team Selling Updates
- Winning Presentations Sales Training
- Milliken Mats Products Sales Training
- Hoovers Prospecting Training
- Cleanroom Breakout Sessions
- NIPA / Procurement Best Practices



JERRY MARTIN (04/20/92)
VP Sales & Marketing, Corporate Office



DAN CLARK (09/23/68)
Chairman of the Board, Corporate Office



JERRY MARTIN (04/20/92) VP Sales & Marketing, Corporate Office and Keynote Speaker, Jacques Ladouceur
"MAKE YOUR LIFE COUNT"



JOHN CLARK (08/31/09)
Regional Manager, Corporate Office



CLEAN GREEN SUSTAINABILITY SALES TRAINING
Steve Kallenbach, ADI and the team! Thank you so much for speaking and helping at the conference!

2018 SALES CONFERENCE

A SPECIAL *Thank you!* TO ALL OF OUR SPEAKERS AND ATTENDEES



WINNING PRESENTATIONS SALES TRAINING

Troy Harrison, The Sales Navigator



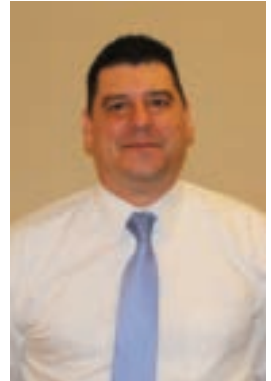
RLW PRODUCT SALES TRAINING

Mike Grace & Brian Cole, RLW



MILLIKEN MATS PRODUCTS SALES TRAINING

Anthony Smith, Jon Coyle and Glenn Yates, Milliken



HOOVERS PROSPECTING TRAINING

ANDRES LOYA (01/05/15)
CoSR, Carson Plant



NIPA / PROCUREMENT BEST PRACTICES

SAM ROSS (03/20/00) NAE, Corporate Office, Tammy Rimes, MPA, Sarah Wilson, NIPA, ASHLEY CARROLL (05/14/07) KAM, Corporate Office & Wayne Casper, NIPA.



NATIONAL ACCOUNTS - TEAM SELLING

SAM ROSS (03/20/00) NAE, Corporate Office, MARK KELLER (07/14/14) NAE, Corporate Office, MIKE RAY (08/06/07) NAE-DS, Corporate Office.



DC / PROCUREMENT / OPERATIONS UPDATES

DAVID RUIZ (10/20/14) GM DC and
GARY DEVINE (04/30/10) Buyer, DC.



WHITE KNIGHT ENGENDERED PRODUCTS

Dave Archer and Jeff Borst, WKEP



TRANSFORMING TECHNOLOGY & GUARDNER

Tom Watkins, CEO/ Owner, TT & Guardian Teruo Kitamura, President, Guardian Shanghai Takashi Yazawa, Sr. Exec. Mg. Dir., Guardian Japan



BIO MANUFACTURING IN CANNABIS SPACE

Frank Giese, Verde Consulting with
MYLES REUKEMA (01/05/04) DCS, Corporate



A SALES PROFESSIONALS GUIDE TO TIME MGMT.

JEFF NELSON (08/08/89) RM, Corporate



NEW ASSIGNMENTS & PROMOTIONS ...

NEW ASSIGNMENTS & PROMOTIONS IN THE COMPANY



JAKE MOORE (08/31/15) We're happy to announce that Jake Moore has accepted the General Manager assignment at our Portland Cleanroom. Jake came to the United States from Canada where he grew up. He then attended college in Utah where he got his Bachelor and Master's degrees in Business Management. After spending time getting experience in sales, human resources, business operations and more, Jake started as a Production Manager in the Mesa Cleanroom. After working and training with Rebecca Koury in Mesa, Jake took on the challenge of Plant Manager in Albuquerque. When the Portland Cleanroom was in need of a General Manager, we saw it as a perfect fit for Jake. We know that Jake will do well, as his education, experience and familiarity with Prudential will all help support his continued success. Congratulations Jake!



BEN CHILDERS (03/26/18) Please join us in welcoming Ben Childers to Prudential Overall Supply and congratulating him on his assignment as General Manager of the Austin facility and the associated service centers. Ben comes to Prudential with an impressive career in our industry. He started his career with one of our competitors in 1997 as a CSR and worked his way into Sales, Sales Management, and General Management. His last eight years he oversaw the Western Region; responsible for the growth and profitability of 30 locations, consisting of plants and service centers across 9 states. Originally from Ohio, Ben studied at Ohio State. He and his wife Stacie have been married for 23 years and have 3 children and 2 grandchildren. Welcome Ben!



JOSH MILLER (09/12/11) Please help us congratulate Joshua Miller in his recent promotion to General Manager at the Milpitas Cleanroom facility. Josh Miller started with Prudential with the Cleanroom division as a Route Manager and was promoted to Sales & Service Manager in April of 2013. He has enjoyed his time with the Cleanroom Division and has learned a lot through his experiences. He is excited to take on a new challenge with the Industrial division as the Plant Manager for Milpitas Industrial. He attended San Diego State where he received his Bachelor's degree in Psychology. He has been married for 10 years to his wife Allie. They have 2 boys (Logan, 5, and Zack, almost 3). As a family they have fun bike riding, going to the park, swimming, and going to Disneyland. He is a huge fan of the SF Giants, SF 49ers, and Golden State Warriors. Congrats Josh!



JOE PERRY (08/25/08) It is our pleasure to announce Mr. Joe Perry as the Assistant General Manager for the Atlanta, Georgia and Greenville, South Carolina Service Centers. Joe began his career in 2008 as a Customer Sales Representative in our Irvine, CA plant. Joe was then promoted to Route Manager and then Sales & Service Manager in Irvine. In 2014, he was promoted to Service Center Manager in our Las Vegas Service Center. After almost two years in Las Vegas, Joe was promoted again to the position of Assistant General Manager in our Moorpark, CA Service Center. Joe holds a degree from Santiago Canyon College. We asked Joe for some personal background and he provided the following: "During the weekends I enjoy traveling throughout the United States. Doing various types of Spartan Races, that mentally and physically challenge me. I volunteer with Big Brother and Sister and look forward continuing my volunteering in Atlanta. On my free time I enjoy going to the gym, movies, hiking, bowling, cooking and adventuring out to new places with friends. Excited to see what adventures the big Peach state offers." We are excited to have you with us on the East Coast Joe, and especially excited for your leadership.



MIKE NIX (08/08/16) We're pleased to announce that Mike Nix has accepted the responsibilities of General Manager for plant 80. Mike has been with Prudential since August of 2016 and has been the Plant Manager for most of that time. He was recently promoted to Assistant General Manager and as a result of his hard work and efforts, is being elevated to the GM position. Mike has been a local in the Virginia area for quite some time now, after spending time in South Carolina. He attended USC, (that's the University of South Carolina for all of you west coast people), as well as Virginia Commonwealth University. After starting his work life, Mike spent time in manufacturing, production and retail before discovering the wonderful world of laundry. He has five years of experience with a competitor in production as well as sales and service so he comes to us fully prepared to tackle his new duties. He has been married to Jennifer for 14 years and they have two sons. Congratulations Mike! We know you'll guide Colonial Heights to be a strong contributor to the overall success of Prudential.

... IN THE COMPANY



RUDY ROBLES (02/23/15) Please join us in congratulating Mr. Rudy Robles in his promotion to Assistant General Manager at the beautiful Nashua, New Hampshire cleanroom. Rudy graduated from UCLA (go Bruins) and joined Prudential in 2015 as an MPTP. After training at P05 and P15, he quickly promoted to Service Manager at P15. Under Sandra Lieu's mentoring, Rudy quickly excelled as one of the region's top performing Service Manager's and even earned the unofficial title of "Mini AGM". Rudy was born and raised in L.A., but is excited to head out east and join the New England team and open Prudential's newest facility. Welcome aboard Rudy!!!



MICAH ELBERSON (12/03/01) Please join us in congratulating Micah Elberson on his promotion to Assistant General Manager of Moorpark P17. The MoorFresMento team is excited to have someone with Micah's talent in this very important leadership role. Micah has been with Prudential Overall Supply for 17 years spending most of his career in Riverside, our largest facility. He managed one of the largest districts in the company and was consistently a top performer. With his track record he'll bring a lot of real world experience to the Moorpark facility. Micah has 2 children, both in high school: Gavin 16 and Ryan 14. In his spare time he enjoys traveling and experiencing new cultures. His hobbies include looking for new food experiences (translation: he likes to eat) and staying fit by going to the gym regularly. Congrats Micah!



TIM DESHAZOR (01/15/18) Please help us congratulate Tim DeShazor on his appointment to District Sales Manager for the company's Atlanta, P85 and Greenville, P83 locations. Tim will be based at P85. Tim brings to Prudential over twenty years of sales and management experience to the position. Most of Tim's career has been in the B2B pharmaceutical sales channel. Tim has held positions that include territory sales representative, area account manager, regional sales executive and district sales manager. Tim holds a Bachelor of Arts and Science in Communication Arts from the University of Cincinnati. Please welcome Tim to the team!

Congrats!



MARK NEMECIO (05/19/14) Mark Nemecio has recently been promoted from SSM in Denver to Service Center Manager! Mark has been with Prudential since May of 2014 and was hired as an MPTP. He did his cleanroom training in Mesa Cleanroom and then went to the Phoenix plant for his industrial training. In March of 2015 he made the move to Denver to take the open SSM position. When Mark arrived in Denver they were running a whopping \$2500 in industrial Revenue per week on 2 cleanroom routes. Now Denver is up to 3 full industrial routes and pushing 30K in weekly revenue. We are excited to see what the next chapter brings!



DANA MCCALLISTER (06/20/16) Please join us in congratulating Dana McCallister to Service Center Manager at Plant 54 located in St Louis! Dana joined our Prudential Team as a Route Manager, and was promoted to Sales and Service Manager in 2017. In a very short time Dana has demonstrated her leadership and commitment as well as her ability to learn new systems very quickly. She has been an excellent addition to our team and has given us the ability to provide direct service to six additional states! Her assignment will be to continue to oversee the operations at our St Louis Service Center and to manage and provide excellent care and service to all of our customers outside the state of Texas. Dana has studied business management and accounting at Southeast Missouri State, where she also played basketball and volleyball. In her spare time she enjoys camping and fishing and cheering for the Pittsburgh Steelers. Dana- congratulations on your much deserved promotion!

NEW ASSIGNMENTS & PROMOTIONS ...



DIANNA TOWNSEND (11/13/15) We are excited to announce the promotion of Dianna Townsend to Sales & Service Manager at the Chula Vista location. Dianna started at Prudential in November of 2015 as an office clerk and was then promoted to office manager. She is finishing her BA degree in Business Administration with a certificate in Marketing at the University of Phoenix. Dianna has been married for 4 years and has a daughter Isabella, and two sons Adrian and Jacob. In her spare time she enjoys, Taekwondo, short weekend trips with her family, nature walks, crafting with her daughter, watching her husband coach his son's football team, cooking for her family and claims she is an awesome baker. (We are looking forward to checking this one out). She is a die-hard Oakland Raiders fan. We are looking forward to the contributions and strength that Dianna will bring to our team. Please join us in congratulating Dianna.



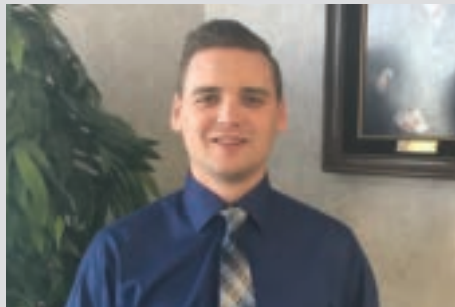
DANIEL DE AVILA (06/01/12) Daniel De Avila was promoted to Sales & Service Manager at the Milpitas Cleanroom (Plant 10). Daniel has been part of the Prudential Family since June 2012, when he joined us as a Garment Coordinator. He was then promoted to CSvR, and then Route Manager at LA Cleanroom. Daniel will be missed dearly at LACR as he has been a tremendous contributor to the LACR success over the years, all while training, learning, and developing under the leadership of Sandra Lieu Marts and the LACR team. Daniel has two daughters Jennifer and Julia. He likes to run and go Off-Road. He is also a big Dodger Fan (this move will definitely make that a bit more exciting). Daniel will be moving to the Bay Area to join the Milpitas Cleanroom team effective March 5th. We are looking forward to Daniel's contributions in the continued success of Milpitas Cleanroom.



DENICE STILES (06/19/17) Please help us in congratulating Denice Stiles on her promotion to Sales & Service Manager at LA Cleanroom! Denice joined Prudential as an MPTP in June after leaving Stratasys, a professional grade 3D printer company, where she was a Field Service Engineer. Denice finished her MBA, which has a leadership focus, in addition to an AAS in Organizational Leadership & Resource Management as well as a BS in Nuclear Engineering Technology. Wow! Denice and her husband have two cats and reside in Lakewood. On the weekends, they enjoy learning new skills and hobbies. We are excited to have Denice as part of the LA Cleanroom team! She will be taking over District 1, overseeing customers located West of the plant towards Thousand Oaks and Goleta. Congrats Denice!



JOSH MONTES (08/10/11) Please join us in congratulating Joshua Montes on his recent promotion to Sales & Service Manager at the Los Angeles Cleanroom Plant! Joshua has been with Prudential for 6 years, starting as a CSvR and then a Route Manager. He has shown leadership as a Route Manager with extensive knowledge of the routes, logistics, trucks, and customer accounts. He is an asset to the team and we are proud of his growth at Prudential. Joshua has three children, two boys and a girl. On his spare time, he enjoys running, hiking, and going to concerts. He is a TRUE LA sports fan of the Dodgers, Lakers, Kings, and Raiders (when they were in LA during his childhood). Congrats Josh!



MATT MURRAY (08/22/16) Please help us in congratulating Matt Murray as the new Sales & Service Manager for Portland Oregon Cleanroom. Matt will be overseeing all the customer base in the Oregon, Washington and Idaho markets. Matt was born and raised in Fullerton CA, where he graduated from Cal State Fullerton. Matt started his career with Prudential in August of 2016 where he started in the MPTP program learning both the industrial and cleanroom divisions in Irvine and Los Angeles. Matt then became a Sales & Service Manager in April 2017 at the Los Angeles Cleanroom plant which has done a great job preparing Matt for this new position. Matt is a big baseball fan and follows the Yankees. Matt enjoys the outdoors which is one of the things he is looking forward to in Portland. Matt also enjoys spending time with family and this includes his little nephew Jason, parents Pam and Dan, sister Ashley, and brother in law Rick. Welcome to the Portland team Matt!



DAVE OLIVER (04/01/10) It is our pleasure to announce the promotion of Dave Oliver to Sales & Service Manager at our Greenville, South Carolina Service Center. Dave has been with Prudential Overall Supply since April, 2010 as a Customer Sales Representative at our Phoenix industrial plant. Prior to his employment with Prudential, Dave worked as an Internal Growth Manager and Route Supervisor for Iron City Uniform Rental, Pittsburg, PA. Dave also worked for several years as a Sr. Route Sales Trainer for F-Matic of America. Dave holds a B.S. degree in Industrial Technology/Manufacturing Management from Purdue University. He also served in the United States Navy, Air Traffic Control. In his spare time, Dave is a member of the Professional Bowlers Association, and also enjoys golf, reading, and playing the violin. We are looking forward to Dave's leadership in Greenville!

... IN THE COMPANY



MIKE KELLEY (11/25/13) Please join us in congratulating Mike Kelley on his promotion to Sales & Service Manager in Colonial Heights, VA. Mike has been in the uniform industry since 2000. He joined Prudential as a Customer Sales Rep in Chula Vista. He was then promoted to Route Manager and then Sales & Service Manager at Chula Vista. Mike was part of the G Team covering the Southern CA area. In his spare time Mike enjoys working outside and spending time with his wife of 22 years Sandra. Mike is excited to begin his new venture in Colonial Heights. Welcome to the east coast Mike!



JOHN LARAMEE (03/05/18) Please help us in welcoming John Laramee, Plant 71's new Sales & Service Manager. John is originally from Rhode Island, but has lived in New Hampshire now since 1997. He spent 8 years in the Air Force as an aircraft load master, 14 years in various advancing positions with Wal-Mart's logistics operations, and the past three years as an assistant store manager for Sam's. John is married and has one daughter, who is starting her first year of college in the Fall. When he is not working, John enjoys riding his motorcycle and doing a little bass fishing from his kayak. Welcome to the Prudential team John!



CARLOS RODRIQUEZ (01/18/99) Please join us in congratulating Carlos Rodriquez to his new position as Plant Manager at the Tucson plant. Carlos started his career at Prudential in 1999 and after 18 successful years in the service department he is going to take his skills to our production department. Carlos is a native Tucsonian and he and his wife Lucy have three growing boys (Michael, Gabriel and Andrew). His high school son Andrew recently visited Stanford as part of his debate team that finished in 3rd place. Carlos has been a lifelong Raider fan and recently took his sons to the Cowboy/ Raider game in Oakland. Carlos brings with him tremendous communication and people skills. Talent that will ensure the same excellence in his newest position as he has experienced in all past challenges. Congratulations Carlos and we look forward to your continued success with our team in Tucson and Prudential Overall Supply.



NIRAN ETLANTUS (05/26/15) Please join us in congratulating Niran Etlantus for his recent promotion to Plant Manager in "The Land of Enchantment" (Albuquerque)! Niran has been with Prudential since May of 2015 as a corporate sales rep and has done a great job in this role, as he has increased his sales average each year. Niran also has extensive past experience in restaurant management working for Panera Bread and other local restaurants in the ABQ area. We are excited to see what 2018 will bring!



FERNANDO LOPEZ (09/20/13) Please join us in congratulating Fernando Lopez on his promotion to Plant Manager Trainee for P60. Fernando has been with Prudential since 2013 where he started as a CSvR. His hard work and dedication were quickly recognized and he was promoted to Route Manager in 2015. In early 2017 Fernando took on the Production Manager position where he has continued to shine and build up our team. Fernando is also active in the community playing and coaching soccer and plays the keyboard at his church. Fernando has been married to Norma for 16 years and has 2 kids. Keep up the great work Fernando!



LEO HOYOS (12/01/03) Please join us in congratulating Leo Hoyos to his new position as Plant Manager Trainee in Tucson. Leo joined Prudential in 2001 and worked for a little more than a year when he moved his family to Albuquerque. Six months later he returned to Tucson and we made the wise decision to rehire Leo in January 2003. Leo has worked as a utility CSR, CSR, Route Manager and for the last year Sales & Service Manager. Looking to expand his knowledge and experience, Leo accepted the position of Plant Manager Trainee starting January 2, 2018. Leo was born and raised in Tucson and went through grade school through high school with our new Plant Manager Carlos Rodriguez. Leo is married to Jasmine and they have three daughters (Jaide, Noeli and Amari and one son Leo Jr). Leo is a Raider fan and proudly follows the University of Arizona sports program. Leo's calming nature and great relationship with all employees will provide him all of the tools to continue the success that he has achieved in all of his previous positions. Congratulations!

NEW ASSIGNMENTS & PROMOTIONS ...

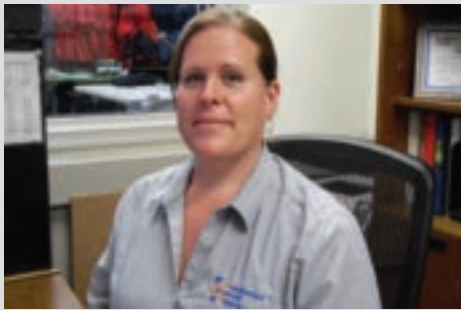


KYLE STOWERS (04/06/09) Kyle was promoted from Line Drive to Route Manager at the Austin Cleanroom Plant. Kyle was raised in Corpus Christi, TX where he attended Del Mar College and went to culinary school. Kyle loves to eat Seafood and BBQ. Kyle loves to travel and spend time with his family. Kyle enjoys serving in his church and riding bicycles on the weekends. Kyle has been happily married for 19 years to his lovely wife Tara. Kyle has two girls ages 4 and 12. Kyle joined the Prudential Cleanroom Service team in April 2009 as a Customer Service Representative. Kyle also spent a couple of years as a line driver for our St. Louis, MO Service Center.



TYRONE SAYLES (09/15/14) Tyrone began his career with Prudential Overall Supply as a relief driver at Plant 8 in Fresno, CA. Tyrone was promoted to CSR for route 71 in 2016. In February Tyrone relocated and was promoted to Route Manager at Plant 55 in San Antonio, Texas. In Tyrone's spare time he enjoys coaching youth league football, grilling BBQ and watching this year's World Champion Philadelphia Eagles. Tyrone welcome to Texas

Congrats!



COLEEN HICKEY (12/05/15) We are pleased to announce the promotion of Coleen Hickey to Production Manager for our Colonial Heights Industrial plant (P80). Coleen joined Prudential Overall Supply in December of 2015. For the last 2 years, Coleen has been the Stockroom Supervisor in Colonial Heights where she has consistently led her team to the highest pull percentage in the company. Prior to entering the Textile Rental industry, Coleen spent several years as a research assistant for the US Department of Agriculture. Coleen is a native of Maryland and enjoys travelling, going to museums and reading. She also enjoys horseback riding, kayaking and hiking. Coleen is passionate about spending her spare time with family and friends. Please help us congratulate Coleen as she takes on this next challenge in her career!



ANGELICA MELERO (12/12/09) We are thrilled to announce Angelica Melero's promotion to Production Manager at Milpitas Cleanroom Plant 10. Angelica has been part of the Prudential Family since December 12, 2009 as a supervisor. She was then promoted to Stockroom Supervisor, and then Production Supervisor. Angelica has been a tremendous contributor to the Milpitas Cleanroom's success over the years. On the personal side of things Angelica and her husband have 2 children Sarai and Aron. On her spare time she enjoys spending time with her family picnicking at the park and exercising. We are looking forward to Angelica's continued success at Milpitas Cleanroom. Please join us in congratulating Angelica!



ANA WHITE (04/19/93) Ana has been working for Prudential for 24 years. She believes that Prudential has been a good school for her to learn different positions since she started again in (1993). Ana first held the Soil Sorter position, Soil Sort Lead, Production Supervisor, Stockroom Supervisor, QA tech, QA Supervisor and now well-deserved Production Manager. She is married with 3 kids already grown up and living on their own leaving proud parents. Her favorite day is Sundays because she spends time with all of her kids at home during dinner time. Also family time spent at home Riding their new toy (motorcycle).



CHRISTAL VALLADARES (10/09/17)

We are excited to announce the recent hire of Christal Valladares as Corporate Quality Assurance Manager. Christal has held positions as a Quality and Regulatory Supervisor and Packaging Manager for vitamin packaging manufacturers and we are confident that she will do an excellent job in her new role with Prudential! Christal holds a BS in biology from the California State University at Long Beach, married and resides in Orange, CA. When not at work she enjoys riding motorcycles and snowboarding. Please welcome Christal to the Prudential family!



MARIA RODRIGUEZ (12/28/09) Congratulations

Maria Rodriguez to Quality Assurance Supervisor. Maria has been with Prudential since December 2009. She joined the Mesa team during a Prudential growth period in our Soil Sort department. There were many new employees at the time and Maria showed great leadership skills and ability early on and was soon promoted to Soil Sort lead. Maria was later again promoted to Production Supervisor due to her great knowledge, skills, and commitment to her job. She learned several rolls including Quality Assurance which she had requested to learn early on. She has been working with the QA team adding to the teams value for a couple of years now. Maria's abilities and knowledge of production and her commitment to Quality Assurance, will help the Mesa team to be stronger in our Quality commitment. Maria is married and has two kids Karla and Juancarlos the family enjoys going to the movies and traveling together.

Way to go!



MIKE RAY (01/22/18) Mike Ray has been

promoted to the National Account Executive – Direct Sales position. Mike started his career at Prudential as a CSR in Riverside, P02 in 2007. As a CSR Mike was a top performer, and he earned three John D Clark awards and one President's award during his first four full years as a CSR. In 2012 Mike was promoted to the CoSR position at P02. As a CoSR Mike attained President's Club honors all six years between the P02 and the Irvine, P06 locations. Mike's NAE – DS position is based out of the corporate office, and the position will support all locations requiring industrial direct sale products to major and national account customers and prospects.



ASHLEY CARROLL (05/14/07) Key Accounts Manager

& Marketing Projects. Since January 2012, Ashley Carroll has been successfully managing some of Prudential's largest Multi-Plant industrial customers as a Key Accounts Manager. She will continue to do so. Since January of this year, based on increased Marketing Department demands to keep pace with current and future marketing projects, Ashley has been managing tradeshow coordination for POS and PCS shows and events. Prudential has nearly 40 events each year. Ashley will continue to take on more marketing related responsibilities. Therefore, some of Ashley's KAM accounts were shifted to the other two KAMs, David Curry and Charley Bautista in January to accommodate Ashley's marketing responsibilities. Stephanie Leibick, Marketing Manager will continue to work and mentor Ashley for marketing projects. Thanks Ashley for the work you do to help make Prudential successful.



CLARISSA CORONA (03/26/07)

Clarissa started with the company in 2006 as a temporary receptionist and was hired full time in 2007. After 10 year as an excellent corporate office gate keeper, Clarissa accepted a role of Accounts Receivable Manager in May 2017. She is currently attending classes at the University of California Irvine studying Business Administration to expand her business knowledge and management skills. Clarissa has assimilated in her new role extremely fast, learned accounts receivable procedures and proved her management skills by overseeing the department of ten employees. She is passionate about watching MMA fights and events and also likes to travel.

NEW ASSIGNMENTS & PROMOTIONS ...



MAYTE LOPEZ (06/20/13) Since her promotion to Accounts Receivable Supervisor in May 2017, Mayte has expanded her knowledge and strengthened her supervisory skills. In her position, she is an essential part of the accounts receivable and collections processes. Mayte started with the Company in 2012 at the Irvine plant stockroom. In 2016, she transferred to the corporate office accounts receivable department where she quickly learned the procedures. She enjoys family trips and spending time with her daughter.



ERIC RAADMAE (01/17/18) Please welcome our new Maintenance Supervisor in our new Nashua, NH Cleanroom Plant 71 location, Eric Raadmae. Eric was born in Lawrence, Massachusetts. He currently resides in Manchester, New Hampshire. He has been married for 21 years. Eric has two great boys, ages 11 and 6. He has been involved in the industrial maintenance field for 18+ years in various industries. He enjoys spending time with his family, on his boat, or 4-wheeling, camping, hiking, bow hunting, fishing or anything that involves the outdoors. He enjoys and participates in competition barbecuing and tries to cook something different on his smoker every weekend. In addition, he takes pride working on his older 3 Series BMW and is proud of the custom motor he built for it. He is looking forward to many great years working with everyone at Prudential Cleanroom Services.



JERRY ALVAREZ (01/17/11) We are thrilled to announce Jerry Alvarez's promotion to Maintenance Supervisor for Plant 10. Jerry joined the Prudential Family on January 17, 2011 where he started as an Auto Mechanic. He then transferred to Maintenance Department at the Milpitas cleanroom in June 2017. Jerry was born and raised in Oakland. He began in the mechanical field in 1994 and became a technician by 2002. His accomplishments and recognitions have motivated him to grow in his career. On his personal side, Jerry enjoys spending time with his boys watching bay area sports. They are all Warriors, Oakland A's and Raider fans and enjoy motor cross. We are looking forward to Jerry's continued success at Milpitas Cleanroom.



HEIDI MANOLEROS (12/26/17) Heidi Manoleros is now the very first Office Manager for Nashua, NH Cleanroom Plant 71. Heidi B. Manoleros was born and raised in the Nashua, NH area. She is a graduate of Rivier University in Nashua where she received her BA in Psychology and her MBA with an HR concentration. Heidi has a diverse employment background working both in business and in human services. She is a long-time animal lover, currently owning a lovable pit-bull mix named Jessie and an independent peach calico cat named Grace. She is an active member of the Nashua CERT (Community Emergency Response Team) team and enjoys volunteering in her community, where she recently completed DART (Disaster Animal Response Team) training. OF COURSE, Heidi is an avid Red Sox fan and is forever hoping they will win the World Series every year. She is excited to join the Prudential team and be part of our growing company!



CHELSEI CRAIG (03/05/18) Please join us in welcoming Chelsi as our new office Manager for Vista/Chula Vista. She is a Texas native, but lived in various southern states throughout her lifetime. Before moving to California in 2014, she hung her (cowboy?) hat in Shreveport, Louisiana before she decided her hair couldn't take the humidity anymore! She packed up her Yaris and made the 1500-mile journey to Vista where the humidity couldn't ruin a perfectly good hair day ever again. When she isn't working she is usually gaming, singing show tunes embarrassingly loud, avoiding taking photos (we practically had to tie her down for this one) or watching the Golden Girls with her best friends. Welcome aboard Chelsi



LETICIA ORTIZ-ACOSTA (03/12/18) Please join us in welcoming Leticia as our new Office Manager at Irvine, Plant 06! Before joining Prudential she was in the furniture industry for 15 years running a chain of 7 retail stores throughout Southern California as an Office Manager. More recently she was in the Real Estate sector for the last 8 years. Leticia has two kids, Paris and Milan, whom she loves to travel with. Paris is a Junior at Cal Poly Pomona and Milan got accepted into UC Santa Barbara and is sending his letter of acceptance today (Go Gauchos!). Once again, please help us welcome Leticia as she embarks on the start of her Prudential career!



MEGAN NORRIS (03/26/18) Please join us in welcoming Megan as our new Office Manager for Portland, Plant 60. Megan is an Oregon native. She graduated from Scappoose and has done her time as a barista to fulfill her Portlandia requirements. Before joining Prudential Megan worked in Credentialing for a busy anesthesiology office keeping physicians licensed and certified. When she isn't working she enjoys spending time with her 1 year old daughter, Eliza and her husband. She also enjoys baking, hiking, and taking her baby to swim class. Welcome aboard Megan!

*Welcome to the Company
or Congratulations on
your Promotion...we are
proud of you!*



A MESSAGE ABOUT SAFETY...

Happy New Year POS! 2018 is well under way and the safety department is eager to share some exciting news. The Los Angeles Cleanroom, Phoenix Industrial, and Portland Cleanroom plants all experienced Recordable incident rates below the Industrial Laundry average of 4.4. Best of all, the Mesa Cleanroom went all of 2017 without a single recordable incident! Several Service Centers also achieved zero Recordables last year; Indio, Prescott Valley, St. Louis, Boise, Jacksonville, Beckley and Atlanta all managed this excellent accomplishment.

This past March, the Phoenix Industrial plant celebrated 365 days without a recordable! On top of being a 4-year VPP STAR certified plant, they can now add membership to the 365 Club to their list of outstanding safety achievements. The corporate safety department would like to send a special Thank You and Congratulations to the C.H.A.M.P.S. (Changing Habits and Making People Safe) safety committee for their hard work and tremendous accomplishment.

2018 is off to a great start. We currently have 33% less Recordable incidents than we did this time last year. With the help of all employees, working together through their safety committees, recognizing and eliminating/reducing risks inside the work place, this year should be the safest in POS history. The Safety Department would like to thank everyone for working safe.

Thank You!



TRAINING PROGRAMS

PSS - Professional Sales Skills - Achieve Global Training Program and Certification For All Corporate Sales Representatives (CoSR) and Account Executives (AE), and Service Leadership Positions.



PSS Session 24, San Marcos, CA

Thanks for the great three days we had together for PSS training. Your efforts and performance were outstanding!

Left to right front row:

BILL EVANS (08/20/07)

District Sales Manager, Corporate Office

XENIA MEDINA (06/20/12)

Sales & Service Manager, Los Angeles Cleanroom

DEAN KILLION (03/06/95)

Senior Director of Sales, Corporate Office

CHARLES BAUTISTA (04/21/08)

Key Accounts Manager, Corporate Office

MARLON WILKINS (12/30/96)

District Sales Manager, Corporate Office

Left to right back row:

SAM PACE (01/22/18)

Corporate Sales Representative, Colonial Heights Plant

DEREK WARD (03/05/18)

Corporate Sales Representative, Atlanta Service Center

RICHARD BIRLEW (12/07/15)

Regional Route Sales Representative, Milpitas Industrial Plant

KEVIN CASEY (02/12/18)

Corporate Sales Representative, San Antonio Service Center

MARK SOUTAR (08/28/17)

Corporate Sales Representative, Milpitas Industrial Plant

Tuition Reimbursement Reminder

Purpose:

People are our most important asset. As part of our Mission Statement, we are committed to excellence in "Developing all employees to achieve their full potential." The Tuition Reimbursement Program assists individual employees in their development.

- Must be full time employee
- Employees scheduled to work 30 hours or more per week are considered full time employees for the purpose of this policy.
- Must have six months continuous employment prior to the start of the course or training.

Eligible Expenses:

- Tuition fees, registration, enrollment fee, books, materials, etc.

Dollar Limit:

- There is a limit of \$4,000 per year.

Encouragement:

- Employees should be encouraged to take classes or tests for high school graduation or the GED.
- Employees should be encouraged to take English as a Second Language classes.

Advance Approval Required:

- The employee must apply to the General Manager and have the application to the Vice President of Human Resources at the Corporate Office at least two weeks prior to the first day of any course or training.

Application:

- Complete Application for Tuition Reimbursement, Form 10064.
- Refer to CPP 24.10 for full details.

*Don't
forget that
we offer...*



PRUDENTIAL OVERALL SUPPLY RELEASES 2018 CLEAN GREEN SUSTAINABILITY DOCUMENT

IRVINE, CA – February 9, 2018 – Prudential Overall Supply, an industry leader in reusable image work apparel and related textiles, today announced the release of its 2018 Clean Green Sustainability document.

Prudential's Chairman of the Board, Dan Clark comments, "Since our Company's beginning in 1932, one thing that has remained the same is Prudential Overall Supply's commitment to providing reusable textile products and services. These reusable solutions have been instrumental in helping preserve the scarce resources that we all share. Today, reusable textiles continue to be a better environmental alternative compared to disposable products. This is especially true when comparing Prudential's large scale laundry process versus home wash."

UNIFORM SOLUTIONS: HOW YOUR TEXTILE COMPANY CAN HELP YOU GO GREEN

Green uniform laundry services can help businesses reduce waste and lower costs

Water is the world's most precious resource. Humans rely on clean water to survive, to stay healthy, and to maintain proper hygiene. On the flip side, wastewater pollutes the environment and spreads illnesses among vulnerable populations.

Unfortunately, over one billion people around the world lack access to fresh water. Almost three billion have trouble finding a reliable water source. Meanwhile, companies and their employees generate gallons of wastewater every time they throw dirty uniforms in the washing machine.

And that's not the only environmental challenge facing businesses. Every time a customer or employee throws out a napkin, they add to the world's overburdened landfills, leading to more greenhouse gases, less biodiversity, and the poisoning of our soil and groundwater.

For the rest of this article visit: <https://www.businessgreen.com/bg/sponsored/3027609/uniform-solutions-how-your-textile-company-can-help-you-go-green>

PRUDENTIAL OVERALL SUPPLY HELPS SUPPORT JNJ INNOVATION – QUICKFIRE LAB COAT DESIGN CHALLENGE

Prudential Overall Supply, an industry leader in reusable image work apparel and related textiles, today announced its support for Johnson & Johnson's QuickFire Lab Coat Design Challenge.

The QuickFire Lab Coat Design Challenge is a wonderful opportunity for entrepreneurs and designers to have a chance to win up to \$50,000 in grants, mentorship, and even the chance for a design to come to life.

Johnson & Johnson Innovation is calling on designers and entrepreneurs to re-think the 125 year-old design of the white lab coat – to transform the age-old, often stereotyped symbol of science into a symbol of breakthrough innovation in the 21st century using modern design, textile engineering and wearable technology. World renowned entrepreneur and Shark on ABC's four-time Emmy Award winning series, Shark Tank, Daymond John will serve as a judge.

Joining John as judges are experts from science and technology, textile engineering and wearables, as well as a representative of Johnson & Johnson Innovation - JJDC, Inc. – the strategic venture capital arm of Johnson & Johnson.



Finalists competed in a Facebook Live event to select the winner of the Challenge in Spring 2018.

ABOUT JOHNSON & JOHNSON INNOVATION:

Johnson & Johnson Innovation focuses on accelerating all stages of innovation worldwide and forming collaborations between entrepreneurs and Johnson & Johnson's global healthcare businesses. Johnson & Johnson Innovation provides scientists, entrepreneurs and emerging companies with one-stop access to science and technology experts who can facilitate collaborations across the pharmaceutical, medical device and consumer companies of Johnson & Johnson. Under the Johnson & Johnson Innovation umbrella of businesses, we connect with innovators through our regional Innovation Centers, Johnson & Johnson Innovation | JLABS, Johnson & Johnson Innovation - JLINX, Johnson & Johnson Innovation - JJDC and our Business Development teams to create customized deals and novel 4 collaborations that speed development of innovations to solve unmet needs in patients. For more information, visit www.jnjinnovation.com or follow @JNJInnovation.

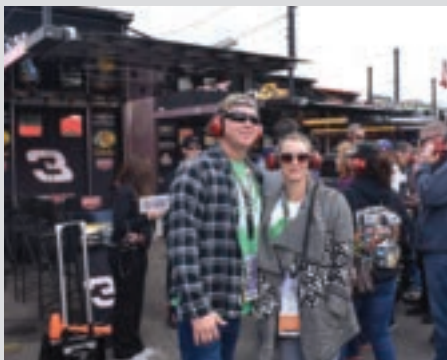
PRUDENTIAL OVERALL SUPPLY TEAMS UP WITH VF WORKWEAR FOR NASCAR XFINITY SERIES RACE IN FONTANA

IRVINE, CA – March 5, 2018, Prudential Overall Supply, a leading company in the reusable textile industry, is partnering with VF Workwear to sponsor Austin Dillon and the No. 3 Chevrolet Camaro SS, for the upcoming NASCAR Xfinity Series race at Auto Club Speedway, on March 17, 2018 in Fontana, CA. The race is scheduled to start at 5:00 pm ET (2:00 pm PT) and can be viewed on FS1.

Prudential Overall Supply is a longtime customer of VF Workwear, a qualified textile company specializing in business apparel and uniforms. VF Workwear has been rewarding its most devoted customers to NASCAR hospitality for quite some time, and this marks Prudential's fifth event. "Prudential Overall Supply is a valued customer of VF Workwear and we couldn't be happier to reward them and their customers with such an incredible experience," said Mr. Jim Tewmey, Vice President of Sales at VF Imagewear.

ABOUT RICHARD CHILDRESS RACING: Richard Childress Racing (rcrracing.com) is a renowned, performance-driven racing, marketing and manufacturing organization. Incorporated in 1969, RCR has earned more than 200 victories and 17 championships, including six in the Monster Energy NASCAR Cup Series with the legendary Dale Earnhardt. RCR was the first organization to win championships in the NASCAR Cup Series, NASCAR XFINITY Series and NASCAR Camping World Truck Series and is a three-time winner of the Daytona 500 (1998, 2007, 2018). Its 2018 Cup Series lineup includes two-time NASCAR champion, 2017 Coca-Cola 600 winner and 2018 Daytona 500 champion Austin Dillon (No. 3 Dow/American Ethanol/AAA Chevrolet). Its XFINITY Series program includes a multi-driver lineup with the No. 3 Chevrolet including Austin and Ty Dillon.

ABOUT VF WORKWEAR, INC.: VF Workwear, Inc. is part of VF Corporation, the world's largest apparel company. VF Corporation is comprised of over 60,000 employees in 22 countries and over 100 years of experience. VF Workwear, Inc. joins a respected group of VF Corporation brands including Lee®, Wrangler®, The North Face®, Nautica® and JanSport® — plus many, many more.



SEE MORE PHOTOS ON THE BACK COVER OF THE RACE EVENT!



DID YOU HEAR THE NEWS?

SPECIAL RECOGNITION



TOM WATTS (09/08/75) President PRESENTED WITH CUSTOMER SALES REPRESENTATIVE PLAQUE The DC gave Tom Watts a plaque to commemorate the area in the plant that Tom Watts started his first route as a CSR in 1975!

WAY TO GO!



Congratulations to Mr. Dumaka McQueen who not only recently earned the highly coveted \$19.32 Club status, but actually finished with a total weekly revenue of \$1,185 and a \$22.78 weekly sales average.

Great picture and congratulations Dumaka!

NEW DENVER SERVICE CENTER LOCATION



The new Denver Service Center location looks great! We continue to have contractors out to do some fine tuning. Guard rails are being placed along the drywall. We were happy to see 4 cameras placed within the building and 2 outside. The team has found the added space to improve operations...

Now let's fill this place up!

ISO CERTIFICATION



Congratulations to Jon Locke and his superior team at the Riverside Plant! They are the first industrial plant to be recommended for ISO certification! A job well done in continuing to strive for excellence!!



Congratulations to **CAMERON BATES** (03/05/12) Sales & Service Manager at the Irvine Plant, as his son graduated from boot camp at Fort Jackson, South Carolina this past December.



ANNIVERSARY CELEBRATIONS



HAPPY 40TH ANNIVERSARY, MARC!!
MARC O'LEARY (12/07/77)
Vice President of Cleanroom Operations
at the Corporate Office



HAPPY 35TH ANNIVERSARY, ROB!!
ROB BALAAM (03/28/83) Controller at
the Corporate Office



HAPPY 30TH ANNIVERSARY, GARY!!
GARY BROOKS (03/14/88)
Customer Sales Representative at the
Vista Plant.



HAPPY 25TH ANNIVERSARY, JOHN!!
JOHN THOMPSON (02/16/93)
Senior Vice President & CFO
at the Corporate Office

*Thank you
for your
Loyalty!*



HAPPY 25TH ANNIVERSARY, STEFAN!!
STEFAN SCHURTER (10/26/92) Senior
Vice President at the Corporate Office



HAPPY 25TH ANNIVERSARY, MARIA!!
Production Employee, Los Angeles Cleanroom Plant
MARIA PERAZA (11/12/92)



HAPPY 25TH ANNIVERSARY, MARK!
Left to right: TOM WATTS (09/08/75) *President*, **MARK STANTON** (07/13/92)
District Sales Manager, **JERRY MARTIN** (04/20/92) *Vice President of Sales &*
Marketing.



DID YOU HEAR THE NEWS?

RETIREMENTS



Retirement celebration for Desi Toler, Plant Manager 10/12/89.
 Left to right:
MITCH CUMMINS (07/21/80) General Manager, Tucson Plant,
JEFF NELSON (08/08/89) Regional Manager,
TOM WATTS (09/08/75) President,
DESI TOLER (10/12/89) Plant Manager,
JOHN THOMPSON (02/16/93) Senior Vice President & CFO,
MARC O'LEARY (12/07/77) Vice President of Cleanroom Operations.



Retirement celebration for **JIM MURRAY** (09/02/86) Secretary/
 Treasurer. **JOHN THOMPSON** (02/16/93) Senior Vice President & CFO
 wishing him well.



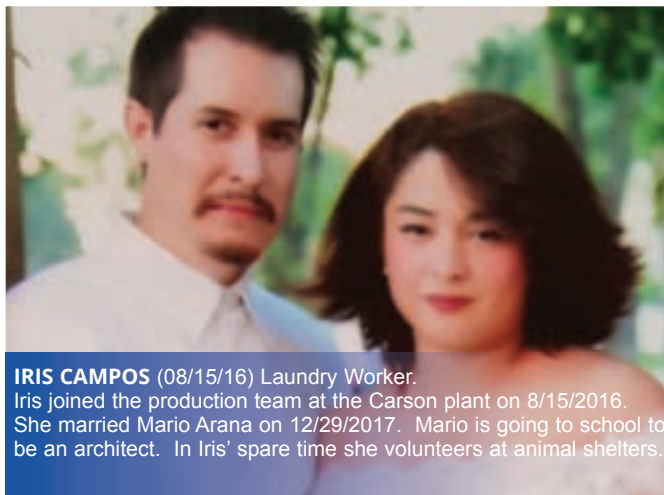
Retirement celebration for
IRA JACOBS (04/15/13)
 Senior Manager, Engineering
 Congratulation Ira, we wish
 you well!

BABY ARRIVES



On January 17th, 2018
MELISSA BICKLEY
 (10/10/14) Office
 Manager at the
 Richmond Plant and
 husband Rocky
 welcomed their first
 child. Baby boy Hunter
 Wayne, was born at
 1:09am weighing 6lbs
 & 3oz.

NEWLYWEDS



IRIS CAMPOS (08/15/16) Laundry Worker.
 Iris joined the production team at the Carson plant on 8/15/2016.
 She married Mario Arana on 12/29/2017. Mario is going to school to
 be an architect. In Iris' spare time she volunteers at animal shelters.



MARIBEL AGUERO (09/08/09) **STOCKROOM SUPERVISOR**
 at the Austin Plant. Maribel donates a lot of her time to
 the Austin Boxer Rescue.

HELPING OTHERS!



JOSE MONTES (02/19/01) Corporate Sales Representative
 Please join in supporting The Leukemia & Lymphoma
 Society (LLS) by making a donation to the fundraising
 campaign for Man and Woman of the Year.
<http://pages.mwoy.org/az/tuc18/jmontes>

"WHAT PEOPLE ARE SAYING"

From: Gerardo Wence
To: Rosa Vasquez, General Manager Prudential Overall Supply, Milpitas

I wanted to share with you the outstanding work your CSR Jorge James has done with my account. I am a very happy customer and feel taken care of not only by the driver but when I call your office.

I initially started my services with towels, chef coats, and aprons and I have been so pleased with the level of service that I am very interested in buying as many different items from Prudential as possible. It is extremely helpful to have a CSR that pays attention to the customer and knows how to upsell and become a one stop shop. Makes my job easier. Thank you for all that Prudential does for my restaurant and I am looking forward to a long business relationship.
Thank you
Gerardo

ROSA VASQUEZ (01/28/08) General Manager and **JORGE JAMES** (09/19/16) Customer Sales Representative, at the Milpitas Industrial Plant.

LETTER OF RECOMMENDATION

Date: March 20, 2018

RE: Prudential Overall Supply

I am writing this letter of recommendation for a company I believe embraces Customer Service from the top down. I have been in the Repair business for 33 years and have had many companies that I have come across and many do a good job. But when it comes to a company that handles our Dealership with the utmost care and precision, I must let you know that is how I feel about Prudential. Jason the General Manager, Stacey (my Service Manager and Paul (my service representative) and their staff are excellent. Even when Paul is on vacation they do not miss a beat. They handle everything with perfection. They are consistent, professional and diligent with any task.

I have been approached by many competitors about switching our service, they say they can provide it for less money and yes I can agree that some will be less expensive. But also we've had concerns that weren't addressed, no return calls, no follow through and left us feeling we were not important to their business. I believe service matters more so than price. Having a company like Prudential who consistently goes above the normal, is priceless.

I appreciate a company that handles their business because I do not have time and nor do my employees.

Thanks again Jason and to all your staff. You truly have made my job easier over the last 6 years.



Terry Wayland
Fixed Operations Director
Power Ford/Bob Turners Ford

JASON SILLS (10/27/14) General Manager,
STACEY KOHLMAN (04/13/98) Sales & Service Manager,
PAUL ARMIGO JR. (03/27/00) Customer Sales Representative and the team at the Albuquerque Plant. NICE JOB!



"Prudential has been a reliable and quality vendor for the HB High School District for years."

- ERIN CAYA
Review for our Irvine, CA Plant



"Prudential Overall Supply has been our supplier for over 20 years... truly exceptional service."

- NICK SMITH
Review for our Vista, CA Plant



"Great service, good quality clean linens. Always on time."

- SAR OB
Review for our Vista, CA Plant



"I switched to Prudential because my expectations of service is at an extremely high level."

- BRYCE TUCKER
Review for our Denver, CO Service Center



"Great place to work! Team mentality with a customer focus."

- DAVID TORBETT
Review for our Tucker, GA Service Center



"Aaron and Paul are great and friendly guys! Thank you guys for your great services."

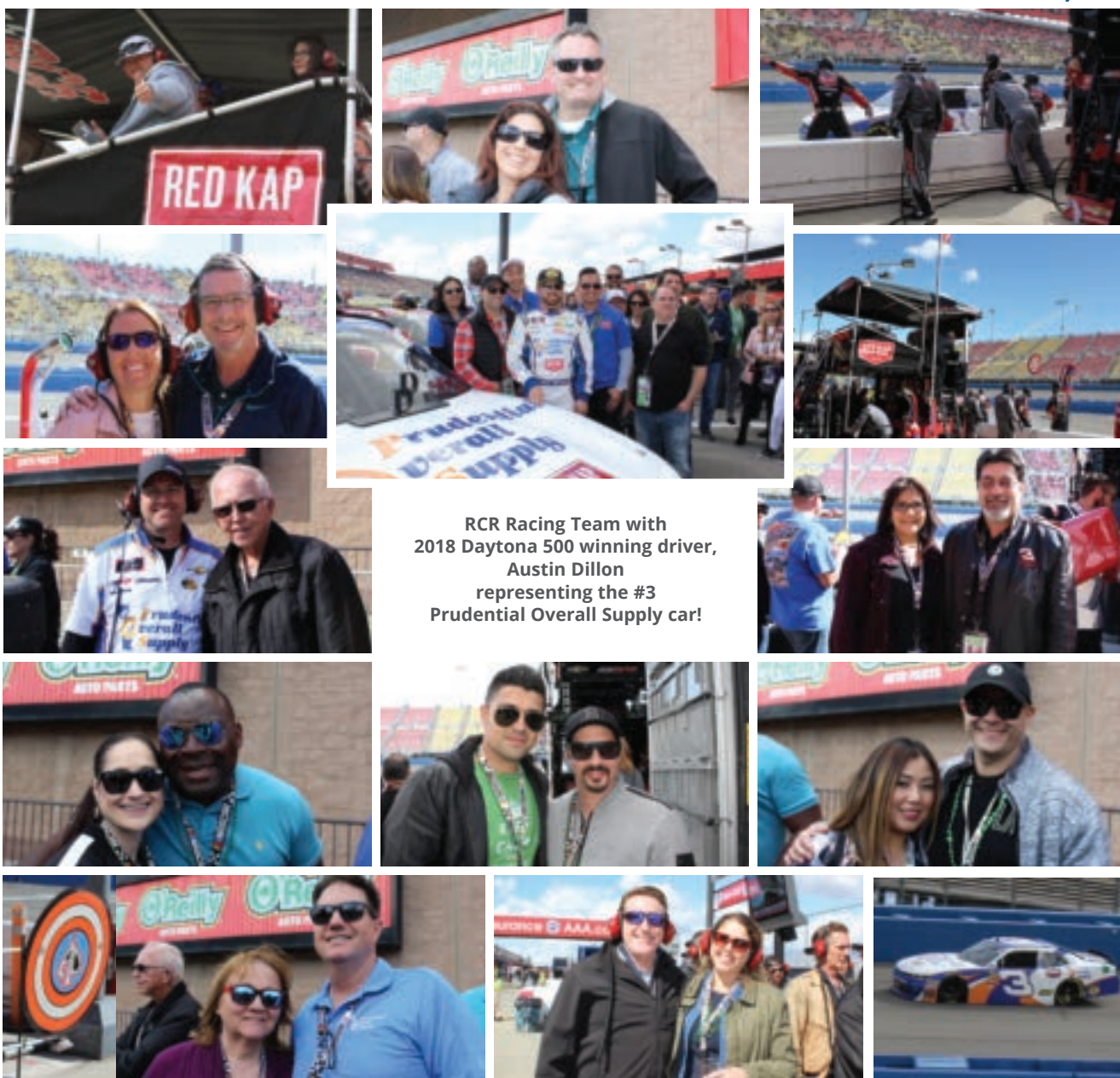
- TAMI AREVALOS
Review for our Los Angeles, CA Plant



PO BOX 11210
SANTA ANA, CA 92711-1210

PRSRT STD
U.S. POSTAGE
PAID
SANTA ANA, CA
PERMIT 4849

PRUDENTIAL AND VF WORKWEAR WELCOMES CUSTOMERS TO THE 2018 NASCAR XFINITY SERIES RACE AT THE AUTOCLUB SPEEDWAY IN FONTANA, CA!



RCR Racing Team with
2018 Daytona 500 winning driver,
Austin Dillon
representing the #3
Prudential Overall Supply car!

PRUDENTIAL IS...
**THE RIGHT
CHOICE**

INDUSTRIAL UNIFORMS
CAREER & CASUAL
CULINARY APPAREL

CALL: 800-767-5536

FACILITY PRODUCTS
NAPKINS
RESTROOM PRODUCTS

PRUDENTIALUNIFORMS.COM

PROTECTIVE APPAREL
TOWELS
CLEANROOM

MEDICAL APPAREL
MOPS & BUCKETS
MATS

