



# FF-THE-CUFF

## WHAT'S INSIDE:

- Outstanding Achievement Awards
- Annual Award Winners
- Annual Sales Conference and Awards
- \$19.32 Club Recognition
- New Assignments and Promotions
- Anniversary Celebrations
- Retirements
- Clean Green Updates
- Training Programs
- Did You Hear the News?



## FEATURING:

ALBUQUERQUE INDUSTRIAL PLANT  
WITH DENVER INDUSTRIAL/CLEANROOM SERVICE CENTER

A PUBLICATION OF



# FEATURED INDUSTRIAL PLANT



## ALBUQUERQUE INDUSTRIAL PLANT

8409 WASHINGTON ST. NE  
ALBUQUERQUE, NM 87113  
(505) 856-0065

YEAR OPENED: 1997

CURRENT NUMBER OF EMPLOYEES: 52

CURRENT NUMBER OF ROUTES: 7



### JASON SILLS

(10/27/14) General Manager

Jason has over 14 years of industry experience ranging from CSR-GM. Jason has been married to his wife Andrea for 17 years and they have three daughters Taylor (19) sophomore at UNM school of engineering, Jordynn (17) senior in HS, and Madi (15) sophomore in HS. In his free time Jason enjoys hiking, traveling, rooting for the Seahawks and the Boise State Broncos.



### ADRIANA CERVANTES

(10/06/15)  
Office Manager

Adriana Cervantes has been with Prudential since 2015, and she started as a laundry worker. She was promoted to office clerk in 2017, and has proven to be a very quick learner and has become a cornerstone in the front office. Adriana has 2 sons 11 and 8 years old. Adriana likes to get outdoors and travel in her spare time.



### NIRAN ETLANTUS

(05/26/15)  
Plant Manager

Niran Started as a COSR, and in January 2018 was promoted into the Plant manager position. Before coming to Prudential Niran was in restaurant management. Niran has a bride of 10 years (Caitlin) and they have 3 daughters ages 4 (Adeyln), 6 (Eden), and 8 (Izzabelle). In his spare time Niran loves to golf and spend time with his family.

*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](mailto:StephanieL@pos-clean.com)



# ALBUQUERQUE INDUSTRIAL PLANT TEAM



**STACEY KOHLMAN**  
(04/13/98)  
*Sales & Service Manager*

Stacey started as a CSR and was promoted in 2012 to the role of SSM. Stacey has excelled in this role through her many years of experience on route and is usually found among the top SSM's. In her free time she enjoys spending time with her family and her 3 dogs, cat and Angel the turtle. Stacey has been a season ticket holder of the Lady Lobo's basketball team for 19 years as well as the local theatre that brings Broadway shows to town yearly for 17 years. She is very active in her church and the local community. Keeping Stacey grounded through her busy schedule is her wife of 8 years, Cory.



**DANIEL FRANCO**  
(10/14/15)  
*Sales & Service Manager*

Danny has over 20 years of experience of restaurant management and originally hails from Houston, TX. Daniel has 2 daughters: Danny (12), and Gabriella (12) and a son Caleb (14). In his spare time Danny enjoys bow hunting, fishing, and riding ATV's.



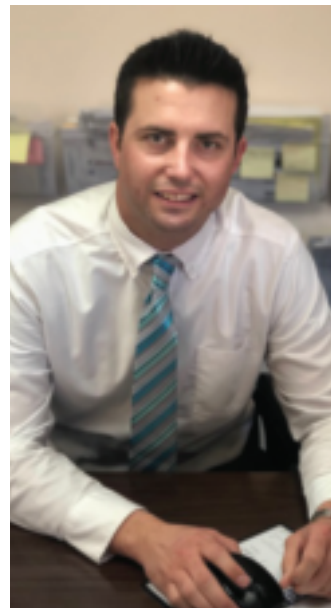
**RYAN HEFFNER**  
(01/28/13)  
*District Sales Manager*

Ryan started with POS in January of 2013 as a CoSR in Albuquerque after too long of a career in restaurant management. He is a proud father of two children: Paulina (13) and Ryan Jr (11). Ryan married the love of his life, Gricelda 14 years ago. When Ryan was attending college at University of New Mexico, he was a scholarship soccer player for the Lobos and even played briefly for the United States. When Ryan isn't working he enjoys watching soccer and roots for Costa Rica to try to win the World Cup. Pura Vida!



**MANUEL (MANNY) LOPEZ**  
(09/24/10)  
*Corporate Sales Representative*

Manny started with POS in September of 2010 as CSR in Albuquerque. He serviced Route 63 in Albuquerque for the next eight years achieving \$19.32 club three times. Manny is a father of two children: Manuel Jr (16), and Natalia (14) who both are involved in various sports. He has been married to his wife Joleen for 18 wonderful years. Manny spends his time coaching both of his children in Football, Baseball and Softball. He is also an avid Cowboys and Yankees fan.



**JAMES (J.R.) MOORE**  
(07/01/13)  
*Corporate Sales Representative*

James or better known as JR, started as a Route Relief CSR for POS in July of 2013 as he moved from South Dakota to Albuquerque. He got his own route three months after being Route Relief. He then became a Route Manager after two years providing excellent service for his customers in Albuquerque. In December 2017, JR decided to move to Denver to help the Team as their Route Manager in the Mile High City. He spent all of 2018 helping the Denver CSR's grow to their highest potential. Then, in January of 2019 JR moved on to his next challenge to move back to the 505 and become Albuquerque's next COSR. JR likes to pass his time watching his nephews wrestle, improving on his golf game, and enjoying the Vikings on Sundays.

# ALBUQUERQUE INDUSTRIAL PLANT TEAM



## CUSTOMER SALES REPRESENTATIVES

*Left to Right:*

**RUSSELL GARCIA** (02/03/97), **PAUL ARMIJO JR** (03/27/00), **MARK ANGELL** (10/19/09),  
**JACOB ROMERO** (04/12/10), **ISAAC GARCIA** (04/22/14), **DUANE RICHARD SAWYER II** (04/18/16),  
**RENAUD RAMIREZ CANO** (05/23/16), **JAVIER TORRES** (12/24/18).



## PRODUCTION MANAGER

**GUADALUPE ACOSTA (LUPE)** *Production Manager* (09/11/95), Lupe started out in our cleanroom plant and continued with us as we transitioned into an industrial plant. She was promoted to production manager in 2006. Lupe has a husband Jesus of 39 years, 3 children: Son Angel (39), Daughters Elvia (36), Mona (29), and 8 grandchildren. She enjoys camping and traveling in her spare time.



## SOIL SORT DEPARTMENT

*Left to Right:* **MOISE NIYONSABA** (12/08/17),  
**WILLIAM BROWN** (11/16/15),  
**MATTHEW GARCIA** (01/16/19),  
**GERARDO RODRIGUEZ GONZALEZ** (01/03/19).



## WASH DEPARTMENT

**MANUEL PEREZ** (05/06/13),  
**ALEXIS ANAYA** (04/19/16).



# ALBUQUERQUE INDUSTRIAL PLANT TEAM



## FOLDING DEPARTMENT

Left to Right:  
**FRANCISCO ZAVALA** (11/26/18),  
**ZULEMA MARQUEZ** (03/13/14),  
**ADRIANA JAQUEZ**(05/14/18).



## PRODUCTION DEPARTMENT

Left to Right:  
**MARIA RENTERIA DE MALDONAD**  
(08/20/18),  
**CLAUDIA ARREDONDO TORRES**  
(11/11/15).



## DISTRIBUTION DEPARTMENT

Left to Right:  
**CARIDAD SOLER-RAMOS** (03/28/06),  
**NANCY SERRANO REYES** (06/19/17),  
**MAYBIS BATISTA** (08/09/06),  
**EIBON SALGADO** (07/18/16).



## TUNNEL DEPARTMENT

Left to Right:  
**SOLEDAD MANRIQUEZ** (04/24/14),  
**LIDIA CHAVEZ** (09/25/17).



## MAT DEPARTMENT

Left to Right:  
**FRANKIE PARSON** (12/15/14),  
**JOSE ROLANDO** (06/19/13),  
**JEAN MARIE TARIRA** (05/15/17).



## JANITOR

**PEDRO GUZMAN** (02/22/10) Janitor



## OSCAR MURILLO

(03/21/16)  
Maintenance Supervisor

Oscar came to us in 2016 with 10 years of experience as a maintenance mechanic. Oscar has been married to his wife Alice for 15 years and they have three children: Jaquelin (16), Oscar Jr (14), and Angel (8). In Oscars spare time he likes to compete in MMA tournaments and enjoys hunting.



## MAINTENANCE MECHANIC

**JUAN VILLA** (07/24/02). Juan Villa is our long term Maintenance Mechanic. Juan started in 2002 and worked for us previously from 1998-2000. Juan has four daughters ranging from 24-32 in age and two grandsons. Juan loves to spend time with his grandsons and travel in his spare time.

# ALBUQUERQUE PLANT FEATURED CUSTOMER



## ABOUT US DION'S PIZZA

At Dion's® we provide great food and a place for people to relax and connect with family and friends. We create ease, simplicity, and connection amidst the hustle and bustle of busy lives. We hold ourselves to an expectation of authenticity and excellence. Our employees, customers, and community members are partners in success. Together we develop opportunities to grow and thrive as a company, as individuals, and as a community.

## HISTORY

Jon Patten and Bill Scott came to Albuquerque from Michigan in 1978, with dreams of opening a Greek restaurant fit for the gods.

After purchasing a small place called New York Pizza, Jon and Bill began to carry out the plans of turning the pizzeria into a Greek eatery (say that five times fast). While waiting for the equipment to make gyros and baklava, the previous owner taught them how to make pizza so they could start serving hungry customers immediately.

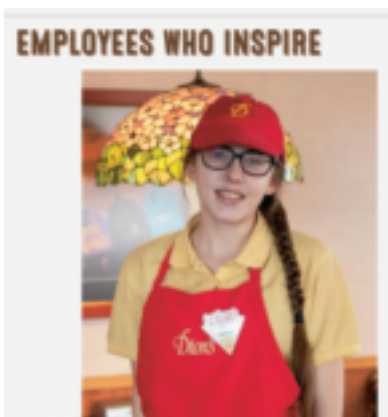
Bill and Jon had the perfect name for their pizza-for-now-but-really-Greek-restaurant: "Dionysus", after the Greek god of the grape harvest and wine. But when it came to making the sign, they balked at the price. Inflation had skyrocketed since ancient Greek times. They asked the sign maker what they could do to make their sign less expensive. He laughed and replied, "Well, you could knock off a few letters." And that's just what Jon and Bill did. From that moment on, their restaurant became known as Dion's®.

## The people.

That is Hannah Wilson's favorite thing about working at Dion's.

A team member at our University and Gibson location in Albuquerque, Hannah lists relationships with customers, the familial spirit, and the team environment she can expect, every day as her top workplace joys.

The feeling is mutual. Hannah is appreciated and admired by her crew, earning her our latest "Employees Who Inspire" honor.







**ISAAC GARCIA** (04/22/14) *Customer Sales Representative* is about to enter into Dion's HACCP room. Making sure he is donned properly by wearing the provided hair bouffant and glasses.



Isaac delivering Dion's HACCP Coats Just one of the products Prudential supplies to Dion's.



Prudential Provides these Products & Service to Dion's every week:

- Embroidered Aprons
- Microfiber Towels
- Bar Towels
- Mops
- Microfiber Mops
- HACCP Coats



**ISAAC GARCIA** and **DANIEL FRANCO** (10/14/15) *Sales & Service Manager* delivering the Microfiber and Bar Towels needed for the week at Dion's commissary.



Dion's has a similar philosophy as Prudential. This is why we are great together!



Dion's making the cover of local magazine issue as best pizza in the metro area and a title they held for many years.



Dion's service with a smile and looking great!



DENVER INDUSTRIAL/  
CLEANROOM SERVICE CENTER

5710 EAST 56TH AVENUE, UNIT A  
COMMERCE CITY, CO 80022  
(303) 287-1101

YEAR OPENED:	1985
CURRENT NUMBER OF EMPLOYEES:	12 INDUSTRIAL 4 CLEANROOM
CURRENT NUMBER OF ROUTES:	4 INDUSTRIAL 2 CLEANROOM



**RAFAEL SANCHEZ**  
(12/07/09) *Cleanroom Assistant General Manager*

Rafael has over 35 years of cleanroom and industrial experience ranging from CSR-GM. Rafael has been married to Leeann for 34 years and they have a son Dominic (29). In Rafael's spare time he is an avid outdoorsman who enjoys elk hunting, fishing, camping, and traveling with Leeann as often as possible.



**LESLIE (LES) KLINGER**  
(11/12/12)  
*Cleanroom Route Manager*

Les has a wife Terrie of 28 years, they have one daughter and two sons and a granddaughter. In Les's spare time he enjoys working on the yard, remodeling, and big game Rocky Mountain hunting.



**DIEGO VAZQUEZ**  
(09/18/2017)  
*Industrial Route Manager*

Diego started as a CSR in 2017 and was promoted on 12/18 as Route Manager. Diego is married to his bride Jazmin of 5 years and they have a daughter Areli 10 years old. In their spare time they like to work out and root for their favorite Soccer team America and the Denver Broncos! They are also avid travelers and traveling to Vegas, Chicago, and Phoenix to visit family.



# DENVER INDUSTRIAL PLANT TEAM

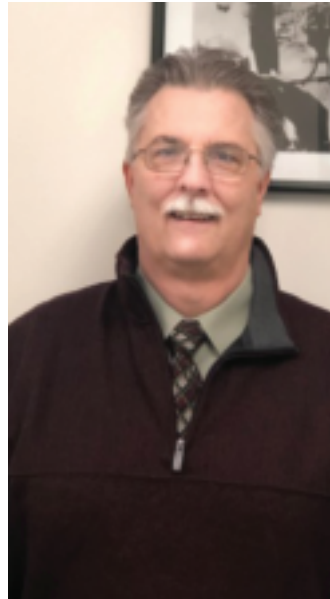


**MARK NEMECIO**

(05/19/14)

*Sales & Service Manager*

Mark 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 two cleanroom routes. Now Denver is up to four full industrial routes.



**MERVIN (MERV) CASEY III**

(07/29/16)

*Corporate Sales Representative*

Merv has over 41 years of industry experience. Merv has a wife Linda and they have been married for 24 years. Merv has six children Lisa (42), Ryan (40), Jennifer (37), Mervin Casey 4th (34), Joshua (32), and Caitlyn (30). They also have eleven grandchildren. In his spare time Merv likes to watch movies, and spend time with his wife and their dog Willow.



**CHAD NOLAN**

(04/09/18)

*Corporate Sales Representative*

Chad came to us from the golf industry where managed Country Clubs and golf course's. Chad has a wife of four years, Meghann, and they have two step sons, Isaac and Owen. Chad is an avid golfer and enjoys spending time with his family.



**MIKE SEXTON**

(01/06/14)

*Corporate Sales Representative*

Mike has over 40 years of industry experience from owner operator, GM, and now COSR. Mike has been a staple to our Denver market winning two Presidents Club awards in four years and is consistently bringing in the big deals! Mike has been married to his wife Kathy for 45 years and they have a daughter Kels (33), two boys, Matt (36 and current SCM Las Vegas), and Michael (40), and a new granddaughter. Mike enjoys rooting for his hometown NFL team the Denver Broncos and fishing in his spare time.



**CUSTOMER SERVICE REPRESENTATIVES & ROUTE MANAGER**

*Left to Right:*

**DIEGO VAZQUEZ** (09/18/17)

*Route Manager*

**STEVEN JARRELL** (11/09/18)

*Customer Sales Representative*

**HECTOR DOMINGUEZ** (05/15/18)

*Customer Sales Representative*

**ROWELL ZARA** (01/21/19)

*Customer Sales Representative*

**FORMER EMPLOYEE**

**ROBERT TRICE** (02/18/08)

*Customer Sales Representative*

# DENVER CLEANROOM SERVICE CENTER TEAM



**BRYCE KNAPP**  
(07/23/18)  
*Customer Service Representative*



**JONATHAN FALCONI**  
(02/13/19)  
*Customer Service Representative Trainee*



**BRETT DONIS**  
(11/12/18)  
*Line Driver*

**NOT PICTURED:**  
**BRYCE BAKER** (01/09/17) *Customer Service Representative*  
**ANTHONY D'AURAY** (02/13/19) *Line Driver*

**Getting the work  
done at the Denver  
Service Center!**





# 2018 OUTSTANDING ACHIEVEMENT AWARDS 🏆

PRUDENTIAL RECOGNIZES ITS

## 2018 OUTSTANDING ACHIEVEMENT AWARD RECIPIENTS

*To recognize each operating plant that accomplishes its goals for revenue and profit during a calendar year. This award has been in place since 1986.*



### OAA AWARDS

Congratulations to the following locations:

- Riverside Industrial Plant
- Indio Service Center
- Las Vegas Service Center
- Carson Industrial Plant
- Los Angeles Industrial Plant
- Irvine Industrial Plant
- Milpitas Cleanroom Plant
- Portland Cleanroom Plant



This is a fantastic accomplishment and you and your teams can be proud of your efforts all year. Enjoy your big celebrations that you have earned! Again, thanks for a great year and congratulations to you and your teams!



**RIVERSIDE, CA PLANT**



**INDIO, CA - SERVICE CENTER**



**LAS VEGAS, NV - SERVICE CENTER**

# 🏆 2018 OAA AWARDS



**CARSON, CA - INDUSTRIAL PLANT**



**LOS ANGELES, CA - INDUSTRIAL PLANT**



**IRVINE, CA - INDUSTRIAL PLANT**





**MILPITAS, CA - CLEANROOM PLANT**



**PORTLAND, OR - CLEANROOM PLANT - FIRST SHIFT**



**PORTLAND, OR - CLEANROOM PLANT - SECOND SHIFT**

## SALES & SERVICE MANAGER 2018 RANKINGS



**1st** FRANCISCO LOPEZ ORTEGA  
(03/23/15)  
Los Angeles Industrial Plant

The #1 spot goes to the same gentleman that held #1 in the first half of the year, the one and only Francisco Lopez! Francisco posted 285 points, 5.9% AR, \$32 NBC average, and a 207 CV score to name just a few of his monumental numbers. You dominated 2018 Francisco! If anybody knows Francisco, you know his mild manor is backed up by hard work, strong customer loyalty and the respect of his veteran CSR team. We learned recently that Francisco is the youngest kid of 7 and the first to graduate college, attending a very hard to get into University of Santa Barbra. Lastly, to add to 2018, Francisco gained his permanent US citizenship in December. 2018 was a monumental year for Francisco, he should be proud for so many reasons.



**2nd** CAMERON BATES  
(03/05/12)  
Irvine Plant

Moving from #5 in the first part of 2018 to end the year at #2 is Cameron Bates! Cameron runs a tight ship in our Irvine plant and seems to be trending to the #1 spot. He is a force to be reckoned with, posting 273 total points, 111% revenue, 208 CV points (the only SSM with 208 points and 100% SOP. Cameron has the respect of his CSRs, the loyalty of his customers and the desire to win. Go for #1 in 2019 Cameron!



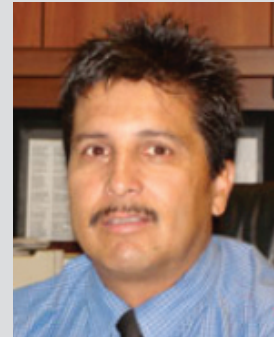
**3rd** TOM STILLWAGON  
(07/28/80)  
Retired (01/11/19)  
Indio Service Center

We're VERY happy to find Prudential's most recent retiree Tom Stillwagon as the #3 SSM of the year. Tom was hired in 1980 and retired at the end of 2018, after 38 years with the company, Tom will be missed. If you knew Tom, you liked Tom. He always had a smile on his face and defined what it means to be a team player. Starting his career as a CSR that won numerous CSR of the year awards, then Route Manager, SSM, and finally Service Center Manager for our Indio location. He will be missed by all those who worked with him. May your retirement bless you with good health and lots of fun Tom... no more AR calls for you! Enjoy your retirement in Mississippi.

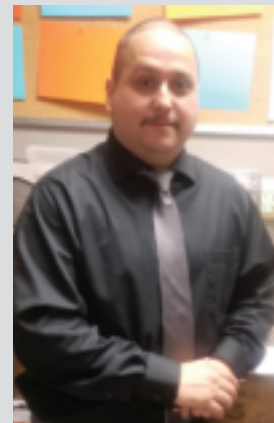


**SPECIAL  
SHOUT OUT!**

**SPECIAL SHOUT OUT TO THE  
TOP 5 SSMS:**



**#4 STEVE HERNANDEZ**  
(08/20/01) from the Prescott Service Center. Steve proves again why Prudential has market dominance in the northern Arizona territory. Steve's team has always done well and has always been a well-run service center serviced by our Phoenix plant. Steve seems to have found the formula to get his name in the top 10 year after year after year after year. When will it end? We hope never.



**#5 DAVID NIETO**  
(10/11/10) who ranked 2nd in the first half of the year pulls in the #5 spot. David posted an impressive 6.3% AR, 109% revenue percentage, and 202 points on the CV/ renewals. We challenged David on the last SSM Ranking Report email to go from silver to gold at the end of 2018... looks like next year you will have to get your gold. Regardless, well done David, back to back Ranking Reports in the top 5! Fresno gains tremendously from your awesome results.

**Now it's 2019 and you have a clean slate to start over. Can you reach the top 10? Take a few minutes to reflect on the images above. They represent personal improvement - ask yourself how you can be more efficient. It's not always about working harder, it's about working smarter. For those of you at the bottom of the list, I dare you to call up a top 10 SSM and have them mentor you in the early part of 2019...it will go a long way in your personal success.**

**JEFF NELSON (08/08/89) REGIONAL MANAGER**



## DAN CLARK & TOM WATTS PRESENT ANNUAL ACHIEVEMENT AWARDS...



### PLANT MANAGER OF THE YEAR

**DARRELL ROBBINS** (05/12/15) Los Angeles Cleanroom

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 MANGER OF THE YEAR

**FRANCISCO LOPEZ ORTEGA** (03/23/15) Los Angeles Industrial Plant

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 location for the full year.*



### PRESIDENT'S AWARD

**KYLE WATERS** (09/15/14) Carson



### JOHN D. CLARK AWARD

**KYLE WATERS** (09/15/14) Carson

## That's correct, for the first time in History, we have a dual award winner!

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.*

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. 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.*

# PRUDENTIAL RECOGNIZES ITS 2018 \$19.32 CLUB

Congratulations to the Company's \$19.32 CSR 2018 sales average qualifiers! This recognizes any CSR with a \$19.32 weekly paid sales average or above for the calendar year.



**KYLE WATERS**  
(09/15/14)  
Location #04  
\$121.72/wk



**STEVEN M. GONZALES**  
(07/01/13)  
Location #04  
\$79.93/wk



**ADAM L. JACKSON**  
(01/18/99)  
Location #03  
\$72.79/wk



**MIGUEL ANGEL ROMO JR.**  
(08/08/16)  
Location #21  
\$64.78/wk



**ROGER BALDIVEZ**  
(05/12/04)  
Location #05  
\$52.80/wk



**JEAN-PIERRE LANDIN**  
(04/19/06)  
Location #02  
\$51.64/wk



**TAYLOR LONG**  
(10/02/17))  
Location #85  
\$51.47/wk



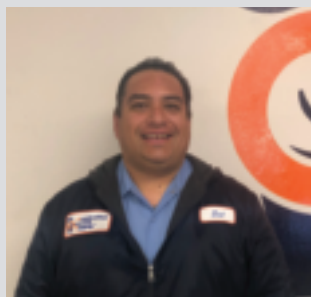
**ROB TRICE**  
(02/18/08)  
Location #30  
\$50.76/wk



**ORLANDO CARDENAS**  
(12/03/07)  
Location #21  
\$50.31/wk



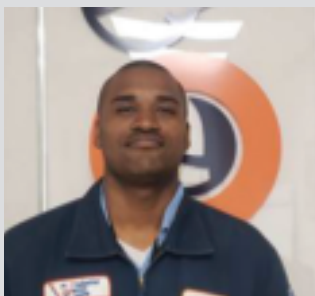
**KAMAL HARCHAOU**  
(12/07/15)  
Location #85  
\$49.61/wk



**SALVADOR ALAMILLO**  
(03/28/05)  
Location #02  
\$49.00/wk



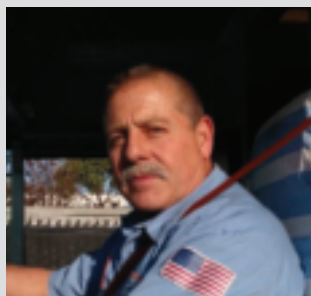
**ANTHONY CRENSHAW**  
(03/20/06)  
Location #03  
\$48.87/wk



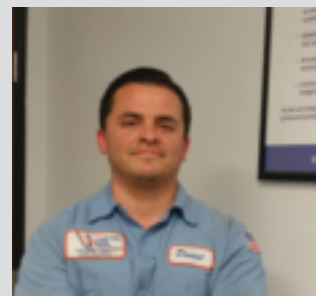
**DAVID HARRELL**  
(02/16/13)  
Location #13  
\$48.46/wk



**OSVALDO BENITEZ**  
(12/30/13)  
Location #06  
\$47.18/wk



**HUMBERTO SEVILLA**  
(06/10/96)  
Location #09  
\$47.10/wk



**DOMINIC CHACON**  
(10/11/10)  
Location #22  
\$46.75/wk





**ENRIQUE LEIJA**  
(01/18/99)  
Location #05  
\$46.69/wk



**MARK VAN DYKE**  
(07/02/07)  
Location #26  
\$46.41/wk



**CHRISTOPHER JON WORKIZER**  
(02/15/16)  
Location #06  
\$42.88/wk



**ROBERT DELGADO**  
(10/05/09)  
Location #55  
\$42.76/wk



**KEITH CASE**  
(09/09/02)  
Location #17  
\$40.57/wk



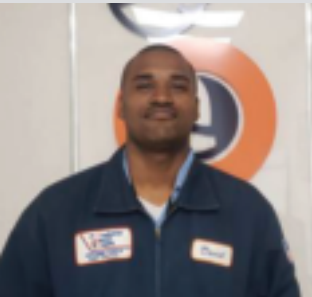
**THOMAS CHMIELEWSKI**  
(12/01/98)  
Location #26  
\$38.31/wk



**ERIK MEVISSEN**  
(01/06/09)  
Location #26  
\$37.78/wk



**BRIAN DAVID GONZALES**  
(09/03/13)  
Location #21  
\$37.61/wk



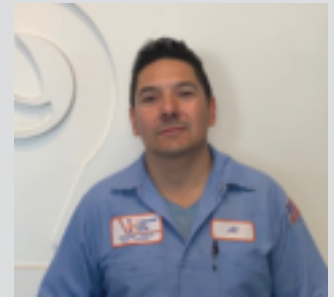
**JAMES D. MOORE**  
(07/01/13)  
Location #45  
\$37.57/wk



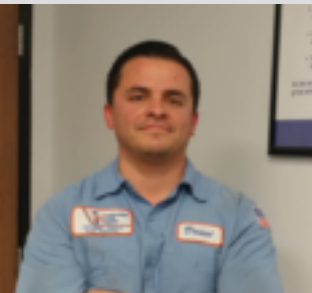
**KEVIN FRANCIS**  
(05/21/07)  
Location #21  
\$37.52/wk



**JOSHUA A. MOELLER**  
(10/31/05)  
Location #03  
\$36.08/wk



**ALFONSO TREVIZO**  
(04/20/98)  
Location #05  
\$35.81/wk



**THOMAS J. ANGLIN**  
(01/10/11)  
Location #26  
\$35.74/wk



**RONALDO ZAZUETA**  
(06/14/93)  
Location #21  
\$35.72/wk

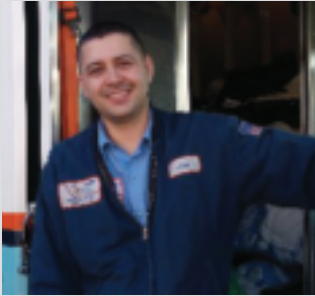


**SEAN EUBANK**  
(04/04/05)  
Location #04  
\$34.81/wk



**JASON MORELAND**  
(02/01/16)  
Location #81  
\$34.43/wk

# \$19.32 CLUB



**LEO SAUCEDO**  
(01/15/07)  
Location #09  
\$34.15/wk



**NATHAN LEAL**  
(06/07/10)  
Location #55  
\$32.24/wk



**DANIEL VILLEGAS GONZALEZ**  
(06/24/13)  
Location #12  
\$32.12/wk



**MANUEL JIM LOPEZ**  
(09/08/15)  
Location #6  
\$31.76/wk



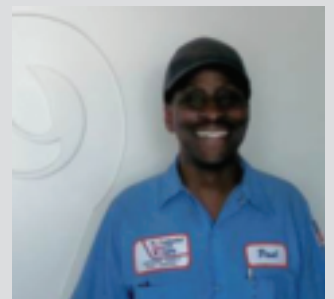
**ARNOLD RENE RUAN**  
(05/11/09)  
Location #22  
\$31.10/wk



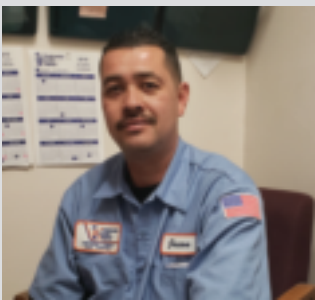
**GARY BROOKS**  
(03/14/88)  
Location #13  
\$30.86/wk



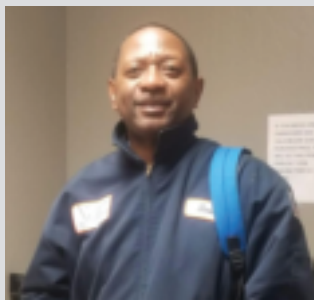
**MIKE REED**  
(06/01/93)  
Location #12  
\$30.46/wk



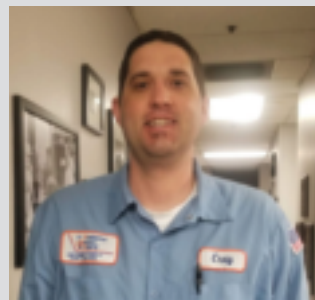
**PAUL REESE**  
(08/14/95)  
Location #05  
\$29.17/wk



**JASON MORENO**  
(09/26/11)  
Location #06  
\$29.17/wk



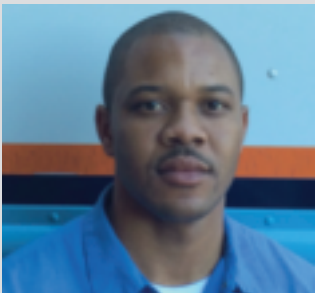
**SEAN YOUNG**  
(06/15/04)  
Location #08  
\$28.64/wk



**CRAIG JORGENSEN**  
(07/09/12)  
Location #08  
\$28.571/wk



**BLAKE VALDEZ**  
(02/13/17)  
Location #13  
\$28.02/wk



**TONY MARTINDALE**  
(05/29/07)  
Location #21  
\$27.35/wk



**HECTOR ALCALA**  
(01/12/05)  
Location #13  
\$27.28/wk



**ERICK CASTELLON**  
(06/12/17)  
Location #06  
\$26.89/wk



**AARON PAQUIAN**  
(01/02/18)  
Location #51  
\$26.74/wk





**JEFF ROGERS**  
(07/25/11)  
Location #22  
\$26.68/wk



**DUMAKA C. MCQUEEN**  
(02/05/15)  
Location #80  
\$26.59/wk



**ADAM DARLING**  
(07/02/13)  
Location #55  
\$26.26/wk



**DAVID ANTHONY MARTINEZ**  
(07/22/15)  
Location #55  
\$26.24/wk



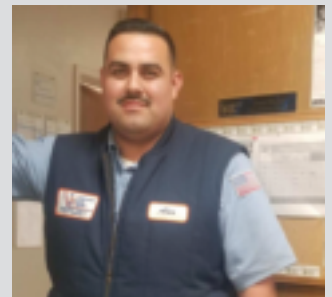
**EDGAR E. ELIZALDE MARMOLEJO**  
(10/03/16)  
Location #02  
\$26.03/wk



**EDUARDO O. HIDALGO**  
(10/12/15)  
Location #13  
\$25.99/wk



**DAVID WALKER**  
(03/21/16)  
Location #80  
\$25.75/wk



**ALEXANDER DAVILA**  
(01/24/17)  
Location #06  
\$25.52/wk



**SERGIO GONZALEZ**  
(07/18/05)  
Location #02  
\$25.47/wk



**RICHARD J. STEFFANI**  
(10/27/14)  
Location #02  
\$24.20/wk



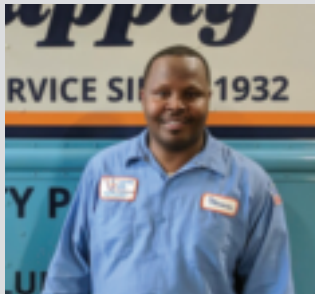
**BRIAN STEINBRENNER**  
(10/31/05)  
Location #04  
\$24.08/wk



**DEAN CESARIO**  
(12/27/89)  
Location #06  
\$24.00/wk



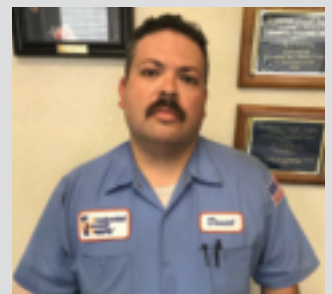
**JOHN HENRY HOLLIDAY**  
(04/30/12)  
Location #26  
\$23.63/wk



**THOMAS E. JETER**  
(12/07/15)  
Location #83  
\$23.60/wk



**DIEGO VAZQUEZ DELGADILLO**  
(09/18/17)  
Location #30  
\$23.26/wk



**DANIEL CHALAMBAGA**  
(03/24/15)  
Location #55  
\$23.15/wk

# \$19.32 CLUB



**DENNIS BLEISNER**  
(11/19/01)  
Location #09  
\$23.08/wk



**MATTHEW RESENDEZ**  
(01/04/16)  
Location #51  
\$22.99/wk



**SERGIO GONZALEZ**  
(07/18/05)  
Location #02  
\$22.97/wk



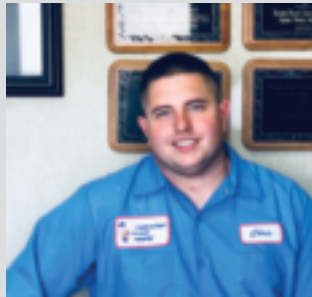
**JULIO C. MURILLO**  
(01/24/00)  
Location #02  
\$22.84/wk



**STEVE SANCHEZ**  
(01/11/99)  
Location #05  
\$22.55/wk



**DARRIN REED**  
(10/24/05)  
Location #04  
\$22.18/wk



**CHRISTOPHER MORENO**  
(02/16/15)  
Location #21  
\$22.06/wk



**ENGELBERT SANCHEZ**  
(11/23/15)  
Location #05  
\$22.05/wk



**ANTHONY HARDING**  
(10/27/08)  
Location #02  
\$22.01/wk



**FORMER EMPLOYEE**  
Location #21  
\$21.82/wk



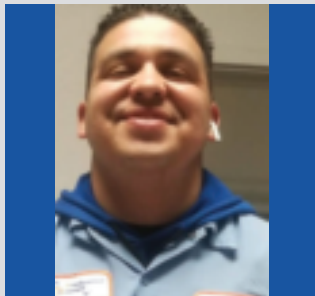
**EMMETT RACHELS III**  
(05/30/17)  
Location #83  
\$21.68/wk



**JOSE GARCIA**  
(05/11/81)  
Location #05  
\$21.62/wk



**ALLEN E. JONES**  
(02/07/15)  
Location #83  
\$21.41/wk



**ERICK AMEZOLA**  
(09/06/16)  
Location #08  
\$21.39/wk



**DAVID NGUYEN**  
(07/10/06)  
Location #22  
\$21.26/wk



**RONI RAHEB**  
(12/08/14)  
Location #06  
\$21.00/wk





**OCTAVIO C. TREJO**  
(11/28/11)  
Location #04  
\$20.93/wk



**JULIO CESAR CONTRERAS**  
(12/23/13)  
Location #22  
\$20.86/wk



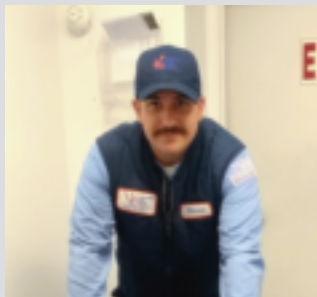
**JOSE A. GAYTAN**  
(03/06/17)  
Location #51  
\$20.77/wk



**LUIS F. MORA COVARRUBIAS**  
(06/27/16)  
Location #04  
\$20.74/wk



**KEVIN BURTON**  
(11/20/00)  
Location #22  
\$20.61/wk



**STEVEN ACOSTA**  
(08/09/10)  
Location #12  
\$20.34/wk



**FRANK DIOGISTINE**  
(03/28/05)  
Location #06  
\$20.33/wk



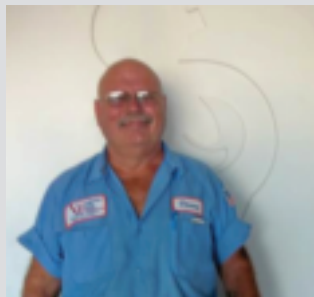
**TIMOTHY W. VADEN**  
(12/05/15)  
Location #80  
\$20.30/wk



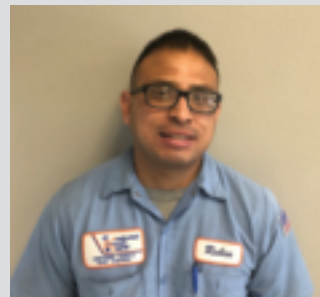
**ABEL CASTANEDA**  
(02/22/10)  
Location #51  
\$20.25/wk



**FORMER EMPLOYEE**  
Location #26  
\$20.13/wk



**DAN MAURER**  
(06/27/83)  
Location #05  
\$20.06/wk



**RUBEN ANTHONY MARTINEZ**  
(09/21/15)  
Location #22  
\$19.98/wk



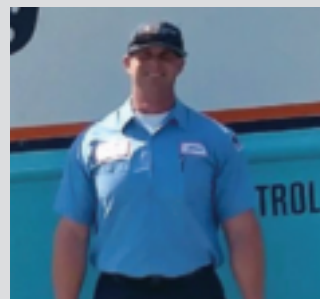
**MANUEL LOPEZ**  
(09/24/10)  
Location #45  
\$19.96/wk



**JOSE ANTHONY HERRERA**  
(01/30/17)  
Location #21  
\$19.81/wk



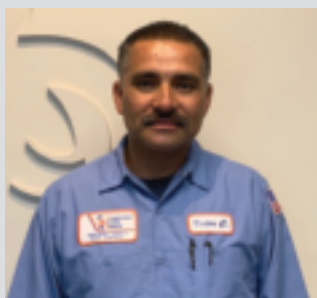
**SCOTT HYBERG**  
(09/17/12)  
Location #08  
\$19.79/wk



**CHAD MATTHEW SCARBERRY**  
(09/06/16)  
Location #08  
\$19.78/wk



**ISAI CHALAMBAGA**  
(05/10/16)  
Location #55  
\$19.73/wk



**VICTOR COVARRUBIAS**  
(09/10/92)  
Location #05  
\$19.64/wk



**JUSTIN PLENERT**  
(10/09/06)  
Location #12  
\$19.41/wk



**ISAAC R. HERNANDEZ**  
(02/04/13)  
Location #04  
\$19.40/wk

# 2019 SALES AWARDS



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:

**JERRY MARTIN** (04/20/92) Vice President of Sales and Marketing, Corporate Office, **TOM WATTS** (09/08/75) President, **RICH PERRY** (04/30/07) Senior Account Executive, Richmond Cleanroom Plant and **DAN CLARK** (09/23/68) Chairman of the Board.

**GOLD STAR**  
**Rich Perry**



## PRESIDENT'S CLUB

Awards Sales Representatives who achieve a \$130/\$150/\$200 (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

Back row left to right:

**TOM WATTS** (09/08/75) President, Corporate,  
**JUSTIN NELSON** (04/27/15) CoSR, Irvine Plant,  
**JARED MC CUTCHAN** (05/07/07) RSSR, Corporate,  
**SCOTT CHAFIN** (12/13/99) CoSR, Plant,  
**BRUCE AROLA** (12/29/97) CoSR, Milpitas Industrial Plant,  
**RICHARD BIRLEW** (11/27/17) District Sales Manager, Corporate,  
**NICOLE GUARNOTTA** (03/20/17) CoSR, Vista Plant,  
**MARK BIRDELL** (12/07/15) RSSR, Corporate,  
**STACEY OZUNA** (10/24/16) CoSR, Moorpark Plant,  
**SAM ROSS** (03/20/00) SRNAE, Corporate Office,  
**FRANK RICH** (01/29/90) District Sales Manager, Corporate,  
**KEVIN THOMPSON** (01/05/15) AE, Mesa Cleanroom Plant,  
**VIGNY SONZEU** (10/19/15) AE, Los Angeles Cleanroom Plant,  
**MYLES REUKEMA** (01/05/04) Director of Cleanroom Sales, Corporate Office,

**BRIAN LIBBIN** (02/22/16) CoSR, Phoenix Plant,  
**ANDY HOLLIDAY** (11/10/03) CoSR, Los Angeles Plant,  
**ANDRES LOYA** (01/05/15) District Sales Manager, Corporate,  
**RICH PERRY** (04/30/07) SRAE, Richmond Cleanroom Plant,  
**JERRY MARTIN** (04/20/92) VP Sales & Marketing, Corporate,  
**TIM MALDONADO** (07/02/12) CoSR, San Antonio Service Center,

Front row left to right:

**RICHARD PHU** (04/04/06) CoSR, Chula Vista Service Center,  
**MIKE RAY** (08/06/07) NAE-DS, Corporate Office,  
**ANTHONY FRUMUSA** (03/02/09) DSM, Corporate Office,  
**GENE LECLAIR** (03/15/99) CoSR, Chula Vista Service Center,  
**CHRIS MILLER** (07/02/12) CoSR, W. Sacramento Service Center,  
**SCOTT CAMP** (08/21/97) CoSR, Tucson Plant,

**JOSE MONTES** (02/19/01) CoSR, Tucson Plant,  
**NICK MIRANDA** (04/16/07) CoSR, Indio Service Center,  
**RYAN HULL** (04/06/15) CoSR, Riverside Plant,  
**MIKE SEXTON** (01/06/14) CoSR, Denver Service Center,  
**ED SMITH** (09/05/95) CoSR, Prescott Valley Service Center,  
**MARK ESTRADA** (04/26/10) CoSR, Los Angeles Plant.



President's Club Dinner Cruise - Newport Harbor



# 2019 SALES AWARDS

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



**DAN CLARK AWARD - CHULA VISTA SERVICE CENTER**  
Left to right: **GENE LE CLAIR** (03/15/19) Corporate Sales Representative, **DAN CLARK** (09/23/68) Chairman of the Board, **RICHARD PHU** (04/04/06) Corporate Sales Representative, **ROB ELKINS** (11/09/04) Assistant General Manager and **ANTHONY FRUMUSA** (03/02/09) District Sales Manager.



**ROOKIE OF THE YEAR**  
**Richard Birlew**

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

Left to right:

**RICHARD BIRLEW** (11/27/17) District Sales Manager (former Corporate Sales Representative, Milpitas Industrial Plant),

**DEAN KILLION** (03/06/95) Senior Director of Sales.



**ANNUAL TOP PRO**  
**Matt Fowler**

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:

**MATT FOWLER** (11/07/16) Corporate Sales Representative, Carson Plant,

**DEAN KILLION** (03/06/95) Senior Director of Sales.



**ANNUAL CLEAN PRO**  
**Rich Perry**

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:

**RICH PERRY** (04/30/07) Senior Account Executive, Richmond Cleanroom Plant,

**MYLES REUKEMA** (01/05/04) Director of Cleanroom Sales.



**TOP INDUSTRIAL SALESPERSON OF THE YEAR**  
**Gene LeClair**

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: **GENE LECLAIR** (03/15/99) Corporate Sales Representative, Chula Vista Service Center, **JERRY MARTIN** (04/20/92) Vice President of Sales & Marketing.



**DISTRICT SALES MANAGER OF THE YEAR**  
**Anthony Frumusa**

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: **ANTHONY FRUMUSA** (03/02/09) District Sales Manager, District 2 (03, 06, 18), **DEAN KILLION** (03/06/95) Senior Director of Sales.

# 🏆 2019 SALES CONFERENCE

## FEBRUARY 19 – 20, 2019 CONFERENCE HIGHLIGHTS INCLUDE:

- Annual Awards Dinner
- Team Activity
- Key Note Speaker – Todd Huston
- National Positions – Social Media Prospect Training
- National Account Team Selling Updates
- ECOLAB – Lead Sharing Program
- VF – 2019 Product Updates – Lead Sharing Program
- Direct Sales with Edwards Garment Training
- PENN Emblem Sales Training
- ADI – Sales Revolution
- Cleanroom Breakout Sessions



**DAN CLARK** (09/23/68)  
*Chairman of the Board*



**TOM WATTS** (09/08/75)  
*President*



**STEVE KALLENBACH**  
*American Dawn*



### KEYNOTE SPEAKER

*More Than Mountains: The Todd Huston Story: One Leg, Fifty Mountains, an Unconquerable Faith*



**JERRY MARTIN** (04/20/92)  
*Vice President Sales & Marketing*



**MARK STAUB**  
*HYDROFLEX*



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



**MYLES REUKEMA** (01/05/04)  
*Director of Cleanroom Sales*  
**SCOTT BANKS**, *President, WKEP*  
**TOM DUNNE**, *West Coast Regional Manager, WKEP*



**DAVID RUIZ** (10/20/14) *Cerritos General Manager*  
**GARY DEVINE** (04/30/10) *Buyer*



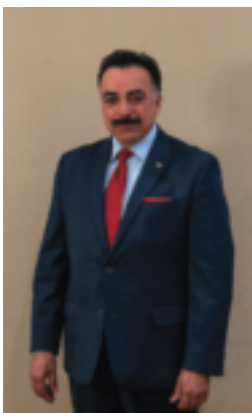
**DR. EVAN GRIFFING**, *Environmental Clarity*



**PAUL MEDINA, JON JOSEPH, RANDI BLUMENTHAL & DAVID BRAUN**  
*PENN Emblem*



**VINCE ROSANO, MARK CREWSE, MICHELLE HARRIS, PAUL LAKER & DELMAS CARUTHERS**  
*VF Imagewear*



**ENRIQUE PONCE**  
*ECOLAB*



**MATT ERICKSON & BERNARD MAY**  
*National Positions*



**GARY SCHULTZ, MIKE RAY** (08/06/07)  
*National Account Executive Direct Sales,*  
**STEVE SEAMAN** *Edwards Garment Co.*



**SAM ROSS** (03/20/00)  
*Sr. National Account Executive*

**MARK KELLER** (07/14/14)  
*National Account Executive*

# 🏆 2019 SALES CONFERENCE



## TEAMWORK

The Sales & Marketing Team had a great meeting this year full of useful information to help the team "climb the mountain". Thank you to everyone who put much time and effort into making this a success!



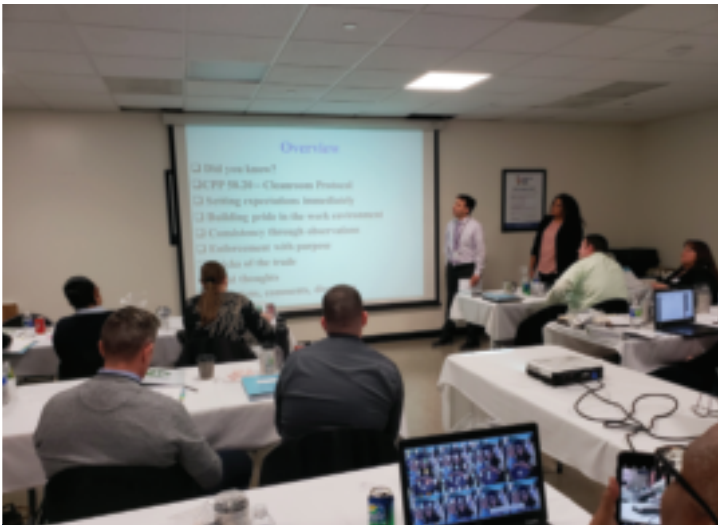
# TRAINING PROGRAMS AND EVENTS

## QUALITY ASSURANCE HOLDS SEMINAR & DINNER

Prudential held a Quality Assurance (QA) Seminar on 02/05/19-02/06/19. During the QA Seminar, our very own QA staff (deriving from both Industrial and Cleanroom: P02 Riverside, P05 Commerce, P06 Irvine, P07 Cerritos, P15 Commerce, P23 Mesa, P50 Austin, P60 Portland, P70 Richmond, and P71 Nashua), top management from Prudential's Corporate Office and some of Prudential's Approved Suppliers presented on various aspects of quality assurance. The QA Seminar consisted of interactive training, concentrated discussion topics and joined in sharing pivotal moments with one another.

On behalf of Prudential, we would like to send our appreciation to those who attended, participated and supported the QA Seminar. Each of you made this year's QA Seminar momentous as the presentations were invaluable to Prudential's organizational development and continual growth for those that attended. Special thanks to Shawna Bowen for coordinating lunch meals and travel for many of Prudential's QA personnel.

Lastly to P07 Cerritos Distribution Center team—thank you, thank you, thank you for hosting us on day 2 of the seminar. The tour was fantastic, the snacks were top notch and we truly appreciated seeing the continued success and improvements in the various quality processes involved with both Industrial and Cleanroom of the Distribution Center.



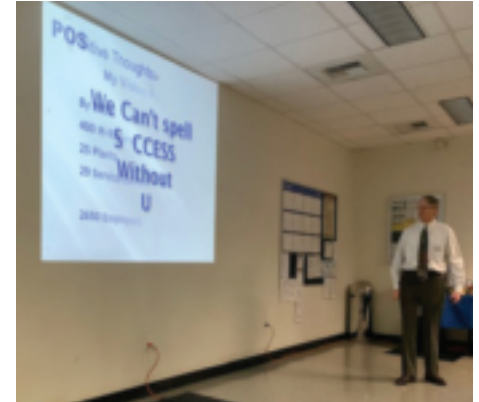
QA SEMINAR



QA DINNER

# TRAINING PROGRAMS & EVENTS

## CELEBRATING 60 YEARS OF PROFIT SHARING



**DAN CLARK** (09/23/68)  
*Chairman of the Board*



**TOM WATTS** (09/08/75)  
*President*

### PROFIT SHARING PLAN

Prudential Overall Supply Profit Sharing and Retirement Plan was started by John D. Clark on January 1, 1958. Profit Sharing was a new concept in those days and there were few companies in any industry that had such a plan.

In 1984, the Company added a 401(K) plan, known at Prudential as the "Blue Man" account, which allows plan participants to contribute an annual percentage of their earnings on a before tax basis to the trust. The Company contribution matches 50% of the participant's contribution up to 5%. Many employees have enjoyed a very secure retirement in part due to the POS Profit Sharing Program.



The profit Sharing Meeting is attended by every eligible employee in the company.



# TRAINING PROGRAMS & EVENTS

## GETTING READY FOR TRADESHOWS IN 2019



Left to right: MYLES REUKEMA (01/05/04) Director of Cleanroom Sales, RICH PERRY (04/30/07) Senior Account Executive, Richmond Cleanroom Plant, JOHN CLARK (08/31/09) Regional Manager.

Every year we have been exhibiting at various tradeshow all over the United States. We enjoy seeing current customers and potential customers to give them the latest information on what Prudential Overall Supply and Prudential Cleanroom Services has to offer! We get the opportunity to hear direct from industry representing the latest trends to help keep us up to date and better serve our customers.



Prudential representatives at our booth in the World Agriculture Show in Fresno, CA giving out our Prudential Giveaway bags to a couple of cute clowns.



MYLES REUKEMA & RICH PERRY engaging with the show attendees to inform them about Prudential Cleanroom Services.



Our booth at the Medical Device Manufacturing Show in Anaheim, CA.



World Agriculture Show in Fresno, CA booth proud to giveaway more bags to the attendees who love to place all their other giveaways from the show in our recycled bags. Plus its a great way to advertise our brand and stay "green"!

# TRAINING PROGRAMS & EVENTS

## HACCP TRAINING - HAZARD ANALYSIS AND CRITICAL CONTROL POINTS



Duane Houser from ADI explaining what HACCP means.



Robert Lopez from HACCP Consulting Group, LLC educating the class on HACCP.

### HACCP TRAINING AT THE RIVERSIDE PLANT

Prudential Overall Supply hosted Robert Lopez from HACCP Consulting Group, LLC conducted the HACCP training at the Riverside Plant. We had the plant tour the first day and then had Duane Houvener from ADI and Dianne Knitter (09/20/04) Director of Quality Assurance from Corporate Office present on the the second day to give a presentation on HACCP. The attendees were very pleased and appreciative of our generosity and contributions with the training.

We are also allowed to have one employee attend each class we host, so if there are any other employee's that need training, please let Ashley Carroll at the Corporate Office know and she can coordinate based on where and when the future classes will be hired.



The attendees were toured through the Riverside Plant.



## Don't Forget...Prudential Offers A Tuition Reimbursement Program

### 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 6 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 \$6,000 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.

The following employees have taken advantage of the Tuition reimbursement program:

MIKE BLAZEK	Regional Director	In progress
MARLAN BIGLER	Systems Analyst	Job Training
JOHN CLARK	Regional Manager	Graduated
JARED MCCUTCHAN	Customer Sales rep	General Education
CLARISSA CORONA	Accounts Receivables Manager	In Progress
GARY DEVINE	Buyer	Job Training
LINA DOMINGUEZ	Personnel Manager	Graduated
NATHAN GUY	Customer Sales Rep	General Education
AARON ELBERSON	Safety Coordinator	Graduated
ZEFERINA HERRERA	Production Employee	ESL Classes
CONCEPTION HINOJOS	Lead Folder	ESL Classes
OMAR HURTADO	Director of Personnel	Graduated
LOUIS JONES	AR Clerk	Job Training
REBECCA KOURY	Plant Superintendent	Job Training
JON LOCKE	Regional Manager	Graduated
MATTHEW MANAFI	Washer	In Progress
JERRY MARTIN	VP of Sales & Marketing	Graduated
RICARDO PELAYO	Maintenance Supervisor	Job Training
JOSE PENA-GARCIA	Warehouse	ESL Classes
MADISON PERNIA	Direct Sales Administrator	In Progress
MICHAEL RAY	National Account Executive DS	General Education
GENERO RUVALCABA	Sales & Service Manager	Graduated
CASEY STARR	Assistant General Manager	General Education
KAREN TRUAX	Director of IT	Graduated
CHRIS WELCH	VP of Industrial Ops	Graduated
ANA WHITE	Production Manager	General Education
ERNIE WHITE	Fleet Administrator	Job Training
LUIS VACA	Regional Maint. Engineer	Job Training

# NEW ASSIGNMENTS & PROMOTIONS ...

## NEW ASSIGNMENTS & PROMOTIONS IN THE COMPANY



**JON LOCKE** (08/09/04) We're excited to announce that Jon Locke has accepted the Regional Manager responsibilities for region 2. Jon is a 15 year employee who worked in the retail sector for a short time while going to school but has spent most of his adult working life with Prudential. He graduated from the University of California, Riverside with an undergraduate degree in business. Utilizing Prudential's tuition reimbursement program, Jon was accepted to the prestigious UCLA Anderson school of business and graduated with a master's degree in business administration. During his time with POS, Jon has been in the MPTP program, Sales & Service ranks, an AGM assignment and General Manager position. As a general manager, Jon has directed the operations in Moorpark, Van Nuys, Irvine and most recently Riverside. He and his teams have achieved the OAA award consistently, including two years in a row at Riverside. In addition to those duties, he has assumed the role of lead instructor at the Sales & Service Manager Institute training program. Congratulations Jon and we know your talents will further enhance the success of the region.



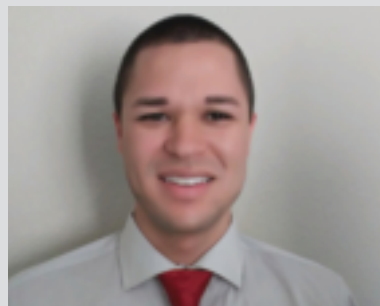
**TOM ORR** (04/14/14) Please congratulate Tom Orr in his promotion to the position of Director of Fleet Operations. Tom will take on the responsibilities of supporting a growing staff as the duties of Fleet gets much more involved with statewide and nationwide regulations. He will be reporting to the Senior Director of Engineering and Production. Tom began his Career with POS as Sr. Fleet Manager in April 2014 at our Corporate Office. Tom assumed a key role in overseeing Prudential's 400 + fleet, to evaluate parts inventories along with choosing the best suppliers and the procurement of all trucks and trailers needed for daily operations. Tom has been instrumental with his vast 30 + years of knowledge operating large fleets and he has taught many classes in the past as an instructor in the area of regulations concerning DOT and other government agencies. Tom has made the Prudential Fleet "Best in Class" as they roll down the highways. Tom has been married for 47 years to his wonderful wife Tere. They have two children and six grandkids. They enjoy traveling to new countries and learning about different cultures. During non-working time Tom enjoys playing with their grandkids or watching a good soccer game, He is also an avid reader.



**ALFREDO DOMINGUEZ**  
(03/04/19)

Please join us in congratulating Alfredo Dominguez on his recent promotion to *Indio Service Center Manager*. Alfredo was rehired by the company in 2012 as a CSR and was

quickly promoted to Route Manager before becoming a Sales and Service Manager in 2017. He is married and has three kids. His oldest son grew tired of dealing with the 120° summers in the desert and relocated to Washington State while his younger son (In college studying music) and daughter (High School Senior) attend school locally. In his free time he enjoys watching movies, television series, and cooking BBQ. We are very excited for Alfredo's continued contributions to the Indio team in his new role.



**STEPHEN HINTON**  
(07/24/17)

Stephen Hinton has been promoted to *Plant Manager* at our Mesa Cleanroom. He was hired on July 24, 2017 as our Production Manager, which he has been excellent in the past year and a half. He graduated from the

University of Arizona with his Bachelor's degree in Business Economics. He was born and raised in Tucson Arizona and most of his family resides there as well. In his spare time Stephen enjoys camping, hiking, shooting, swimming, binge watching Netflix and playing video games. If you have any questions regarding Stephen personally or his managerial habits, feel free to approach him anytime. He is very open to employee questions and concerns. Congratulations Stephen!



**RICHARD BIRLEW** (11/27/17)

Please help us congratulate Richard Birlew on his promotion to *District Sales Manager* for the company's Colonial Heights, VA, P80 and Beckley, WV P81, locations. Richard will be based at P80. Richard started with Prudential November 2017 as a CoSR at the Milpitas, CA, P09 location. Richard has been a team player, consistent producer and achieved 2018 President's Club level production in his CoSR role. Prior to coming on board with Prudential, Richard was a top producer at a former national industrial laundry chain. Richard was not interested in joining the acquiring company, so he reached out to Prudential for a career opportunity. Prudential's values better aligned with what Richard was looking for. Richard attended the University of Pacific where he earned a Bachelor of Science degree in Business Administration. Richard received an academic scholarship to be part of the debate team. It appears that the University made a great decision since Richard became a national champion in intercollegiate speech and debate.

*Congrats!*





**JOHANNA KALERT** (09/01/05)

Please join us in congratulating Johanna Kalert on her promotion to ABS Manager effective January 1, 2019. Johanna began her career at Prudential in 2005 as an HR Representative based out of Corporate Office. In 2007, Johanna joined the ABS team and held various ABS support roles over the years. In 2016, Johanna was promoted to Business Systems Analyst and assumed responsibility for supporting Oracle Applications.

Johanna has done an excellent job as a Business Systems Analyst and is ready to take on her next role as an ABS Manager. In her new assignment, Johanna will be responsible for the support of ABS Applications and the ABS team. Hilda Carrillo, Erik Hernandez and Joel Guevarra will now report directly to Johanna. With Johanna's in depth knowledge of ABS, she will do a great job as an ABS Manager. Johanna will continue to report to Karen Truax. Congratulations Johanna and thank you for all your help.



**PEDRO MENA** (01/16/17) Please congratulate Pedro Mena in his promotion to the position of *Corporate Production Manager*. Pedro will assume the responsibilities of supporting Production and Engineering; reporting to the Senior Director of Engineering and Production. Pedro began his training with POS as an MPTP in January 2017 at our Cerritos Central Distribution Center. There Pedro assumed a key role in performing analysis of suppliers to evaluate inventories and supported the integration of the Central Stockroom as well as other cleanroom stockrooms into the Distribution Center. He has also played a vital role in the ISO Certification of the Distribution Center. In June 2017, he was promoted to Process Improvement Manager at Corporate office. Pedro assisted the Senior Director of Production and also the Fleet Manager. His role also included the collecting of data to support staffing models, spindle production standards, fleet analysis's and continuous improvement goals. Pedro earned his B.S. in Industrial and Systems Engineering from Central American Technological University (Unitec) in Honduras. He is also a certified Six Sigma Greenbelt and has worked as an analyst and Industrial Engineer with numerous products in related industries. In his spare time Pedro loves to spend time in the outdoors, traveling, swimming, and running. His personal passion is to spend time with his 10 year old son, Daniel.



**ADEMAR NUNES** (05/21/07) Please join us in congratulating Ademar Nunes on his well-deserved promotion to *Senior Systems Analyst* effective, January 21, 2019. Ademar began his career with Prudential as a Systems Analyst in 2007 and was instrumental in the conversion of the old MAPS system to SalesLogix CRM. In 2017, Ademar lead a major version upgrade to InforCRM and CRM Mobile which allowed the use of a mobile feature called Contour. The Contour feature provides the Sales team the ability to see which leads are close to their current location and call on those leads while they are in the vicinity. Ademar has an in depth knowledge of the entire CRM solution which

serves as the basis for the integration solutions he has implemented. To name just a few... Direct Sales Automation, DC Helpdesk Automation, and multiple vendor integrations. He is also very knowledgeable on the ABS data structure which allowed him the ability to implement the CRM integration automation with ABS.

Ademar is a thorough professional that prides himself on producing quality work. He works closely with Jerry Martin and the Sales and Marketing team and provides top notch support to over 200 CRM users. Ademar continues to help the Company improve its performance by reporting on key business indicators for sales, retention, key account administration, market-share information, and distribution center customer service communication.

Congratulations Ademar, well done! On behalf of IT, Sales and Marketing and the entire Prudential team, we thank you for your many valued contributions.



**DESIRAY YARBROUGH-SHAFFER** (11/10/14)

Effective January 7, 2019, please direct any support related questions for Oracle Applications to Desiray Yarbrough Shaffer, *Systems Analyst* at the Corporate Office. Desiray joined the IT team in July 2018 and over the last several months has completed training in Oracle Applications and Crystal Report writing. As such, Desiray is ready to start her transition to being the main point of contact for supporting Oracle Applications. This includes Oracle support for Accounts Payable, Accounts Receivable, Fixed Assets, General Ledger, non garment Purchasing and Advanced Collections support. Desiray will also be the main point of contact for BI Launch "technical support". This includes support for items such as the plant

financial statements or AR reports on BI Launch. Separately, in the months to follow, Desiray will also assume responsibility for providing "technical" support to Jeny Gil and team on NBC related items. We anticipate this transition will take place over the next 3-6 months once Desiray is fully trained by Johanna Kalert on NBC "technical" support. Jeny Gil in the Personnel Department will continue to provide "functional" support for NBC (Desiray will support Jeny if any technical issues arise). Thanks Desiray -- nice job and we look forward to seeing your continued growth in IT.

# NEW ASSIGNMENTS & PROMOTIONS ...



**JORDAN ARRINGTON** (03/12/18)  
Please join us in congratulating Jordan Arrington on her promotion to Production Manager at the Mesa, AZ Cleanroom Plant. Jordan graduated from Bridgewater College with her Bachelor's Degree in Athletic Training. She has been working as an MPTP at our Virginia Plant since March of 2018. She was born and raised in Virginia. In her spare time, Jordan enjoys going to the beach, watching basketball and football (Go Cowboys!), going out with friends, and spending time with her cats.

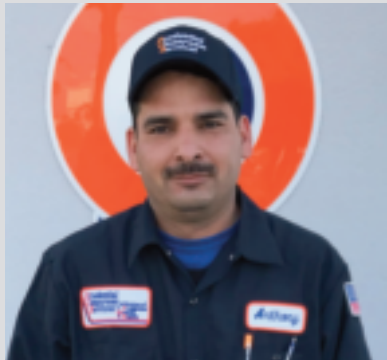


**CHRISTIAN MURRAY** (07/09/18)  
Please join us in congratulating Christian Murray on his promotion to Sales and Service Manager at P71, Nashua, NH. Christian started with the company as a MPTP. He completed his service and production training here in Nashua and received his industrial service training with the P09 Milpitas team. Christian was born in Florida, but moved to New Hampshire when he was three. Christian earned his Bachelors in Criminal Justice and Sociology from the University of New Hampshire. In his spare time he enjoys riding his motorcycle, fishing, and like a true New Englander, snow-boarding and skiing. He is also quick to let you know he is from Title Town as his sports teams are the Patriots, Red Sox, Bruins, and Celtics.



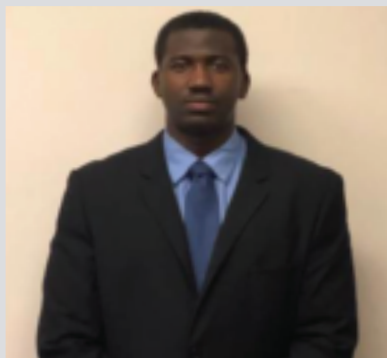
**GABRIELA SEGURA** (09/13/12)  
Please join us in congratulating Gabby Segura on her recent promotion to *Office Manager* at the Los Angeles Cleanroom Plant. Gabby was born and raised in Los Angeles. Prior to joining the Prudential family, she was a dental assistant for 8 years. Gabby was hired on as an office clerk and has been with Prudential Cleanroom Services for 6 years. Within those 6 years, Gabby learned all of the front office functions and was able to easily transition to Office Manager after Gina Torres' recent retirement.

Gabby and her husband just welcomed their first baby in December 2018 and decided to also name her Gabby (spelled with one B). Along with being her namesake, Baby Gabby is a definite miracle in her family. During her spare time, Gabby enjoys reading and spending time with her family. She has been married for 4 years and being the good spouse she is, she supports her Husband's Sports Teams. Go Dodgers and Dallas Cowboys! Thank you for all your hard work Gabby and we look forward to your continued growth at Prudential! CONGRATS!



**ANTHONY LUNA** (11/17/16) Please join us in congratulating Anthony Luna in his recent promotion to Maintenance Supervisor at the LA Cleanroom! Anthony came to Prudential as a Maintenance Mechanic in November 2016 and just recently celebrated his 2 year anniversary. Anthony was born and raised in Texas. He has three kids, Brenda, Arianna, and Jonathan. Anthony came from the Aerospace industry where he was a Level 2 Magnetical Particle and Penetrate Inspector (do not ask me what this is) in addition to maintenance. Anthony's hobbies include working on cars on the weekend and spending time with family. Also, the Luna family are Dodgers and Dallas Cowboy fans (that's the Texan that stayed with

him). Anthony is married to his beautiful wife, Angie, whom he has been with since high school at the age of 15 until now. Congratulations Anthony! We are excited for your growth with Prudential and are glad that you are part of our team!



**RAYMOND BUCK** (07/31/17)  
Please join us in congratulating Raymond Buck on his recent promotion to Sales & Service Manager for our Tucker, Ga. Service Center. Raymond joined the company in July, 2017 in our MPTP program and has spent the last several months as a SSM Trainee at the Tucker Service Center. Raymond is married to Kiarra and has two sons, Jeremiah and Desmond. In his spare time, he likes to play soccer, the "original football". Congratulations Raymond on taking the next step in your career!



**ERIKA CONTRERAS** (03/17/14)  
Please join us in congratulating Erika as she transitions into our new QA position for Vista! Erika began in production where she has explored many different jobs at Prudential including a front Office Clerk and a Production Supervisor.

She has a three year old, who (she claims) keeps her young, and busy! In her spare time she loves to sing karaoke, and play her keyboard. She says her guilty pleasure is watching scary movies by herself (is she crazy?!). We are excited to see her grow as she continues her career with Prudential! Congratulations Erika!



# TEAMWORK



**RAUL MUNOZ** (10/06/04)  
Please help welcome Raul Munoz to the G-Team as a *Regional Route Sales Representative*. Raul is being promoted from his Route Manager position at our the Phoenix, P22 location. Raul started with Prudential in 2004 at the Moorpark, CA, P17 location as a CSR. In 2006, Raul transferred to the Phoenix, AZ, P22 location as a CSR. In 2007, Raul was promoted to the CoSR position in Phoenix. In 2009, Raul transferred back to the service department as a Route Manager. Raul and his girlfriend, Kim, have two children together, Brittany 20 attending college and Nicolas 15 who is a Sophomore in High School. In their spare time they love to camp and fish. They are also big SF 49ers fans and love to watch football with their friends. Raul will begin his G-Team training January 7, 2019, and report into Anthony Frumusa, District Sales Manager.



**ANDRES LOYA** (01/05/15)  
Please join us in congratulating Andres Loya on his promotion to District Sales Manager for the company's Carson, CA, P04 and Commerce, CA, P05 locations. Andres will be based at P05. Andres started with Prudential in January 2015 as a CoSR at P04. Andres has been a team player, consistent producer and three time President's Club member in his CoSR role. Andres has 20 years of industry experience. This experience includes multiple management and sales related positions. Andres has achieved multiple top-level sales and management awards throughout his career. Andres will report to Dean Killion, Sr. Director of Sales. Please help congratulate Andres on his promotion to DSM!



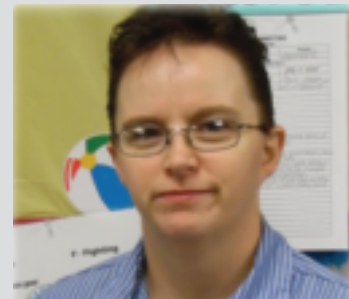
**TOMAS BLUE** (12/07/15)  
Please join us in congratulating Tomas Blue on his recent promotion to Sales and Service Manager over our Duncan, SC service center. Tomas has been with the company since 2015 as both a CSR and a route manager. During this time, Tomas has shown a progression of work ethic, customer service and front line leadership. Tomas is married to Kayla and they have a son named Raiden who have been very supportive in his career. In his spare time, Tomas enjoys the outdoors, exercising and family time. Congratulations Tomas on this well-deserved next step in your career!



**ADRIANA CERVANTES** (10/06/15)  
Please join us in congratulating Adriana Cervantes in her recent promotion as Office Manager at the Albuquerque Plant! Adriana started as a Laundry worker on 10-6-15 and was promoted to Office Clerk in October of 2018, where she quickly learned all of the functions of the office. Once the opening for OM was posted she was quick to apply for this position and she was a natural choice. Adriana has two boys Lenny 8 and Jesse 11. Adriana spends most of her time raising her boys and traveling when she can.



**TONY CRENSHAW** (03/20/06)  
Please help us in congratulating Tony Crenshaw on his promotion to Sales and Service Manager at the Chula Vista Service Center! Tony was born in Louisiana but moved here when he was two and California has been home ever since. When he is not working (even though he claims that is all he does) he's coaching his son Dominic's little league team, spending time with his wife Denise and daughter Bella Sophia, or working on graphic design work. During his career at Prudential he has become pretty well versed in ABS, and can often be found helping out his fellow CSRs and even teaching other employees new tricks!



**DAWN LEWIS** (12/05/15)  
Please join us in congratulating Dawn Lewis on her recent promotion to Stockroom Supervisor in Colonial Heights-Plant 80. Dawn has been with Prudential for 3 ½ years as a stockroom lead, coming to us as part of the CTS acquisition. With a total of 9 years' experience in the stockroom, her goal is to continue to lead our stockroom to some of the highest pull percentages in the company. In her spare time, Dawn enjoys reading, watching movies, enjoying the outdoors & spending time with her family. Congratulations Dawn on this well-deserved next step in your career!



## PRUDENTIAL OVERALL SUPPLY RELEASES 2019 CLEAN GREEN SUSTAINABILITY DOCUMENT

**IRVINE, CA** – February 9, 2019 – Prudential Overall Supply, an industry leader in reusable image work apparel and related textiles, today announced the release of its 2019 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."

Check out the document on our website: [prudentialuniforms.com/about/clean-green-movement/](http://prudentialuniforms.com/about/clean-green-movement/)



## ASSOCIATION HONORS PRUDENTIAL OVERALL SUPPLY FOR INDUSTRY-LEADING SUSTAINABLE PRACTICES

**ALEXANDRIA, VA** – April 22, 2019—TRSA, the Association for Linen, Uniform and Facility Services, has bestowed its Clean Green Innovation Award upon Prudential Overall Supply, the Irvine-based industry leader in reusable image work apparel and related textiles.

TRSA hailed the company for pioneering and maintaining the association's Clean Green certification, which the company received in 2012. Long heralded for exemplary performance in conserving resources and controlling discharges, Prudential was the first chain industrial laundry operation to be honored with the designation.

The award acknowledged that throughout the early 2000s, as the industry developed benchmarks for measuring such efforts, Prudential proved its above-average capabilities in minimizing a laundry's carbon footprint.

The company was recognized as a vocal proponent of the linen, uniform and facility services industry, noting in its own promotion every industrial laundry's value in providing businesses with "greener" solutions than alternative approaches they might procure. Uniform service competes with home washing of employee uniforms, which requires more water and energy per garment; and using paper wipers, which are more detrimental to the environment than cloth shop and foodservice towels.

TRSA's Clean Green Innovation Award honors leadership in the industry in reducing environmental impact, aligned as recognized by TRSA members for adherence to best management practices (BMPs) detailed in the Clean Green standard. These BMPs comprise the environmental standard for laundries of ASTM International. That organization is renowned for nearly 120 years of involving top technical experts, scientists and environmental professionals in developing and delivering voluntary consensus standards unparalleled in building customer confidence in product and service quality.

### ABOUT TRSA

TRSA ( [www.trsa.org](http://www.trsa.org)) represents and serves the linen, uniform and facility services industry, which supplies, launders and maintains linens, uniforms, towels, walk-off mats and other products. These help businesses (including retailers, manufacturers, healthcare facilities and restaurants), government and other organizations enhance their image and provide clean, safe environments for their employees and customers. Most Americans benefit at least once per week from the hygiene and safety of products provided to the industry's customers.



## PRUDENTIAL ENTERS INTO FIVE-YEAR PARTNERSHIP WITH CLM

Prudential Overall Supply (POS) recently approved a long-term partnership with Consolidated Laundry Machinery (CLM) that includes the purchase of CLM's latest dryer technology for Prudential's many industrial plants and growing Cleanroom Services division, according to a news release.

"When a customer like Prudential Overall Supply makes a substantial commitment such as this, we can give the highest level of after-sales support," said Gabriel Camacho, CLM president. "And by closely tracking real-world use of our machines we can figure out how to make them work even better. Staying close, getting real-time feedback and applying real-world solutions will keep both of us healthy in the long run."

Since 1932, Prudential Overall Supply, Irvine, CA, has established a reputation as a leader in state-of-the-art industrial laundering and cleanroom garment processing. Their close, mutually beneficial relationship with CLM has led to many new CLM dryer design features that improve performance, safety, and ease of operation and maintenance.

"Prudential has for many years worked closely with CLM on many innovations that not only help Prudential but helps the industry overall," said Leonard McAllister, Prudential's senior director of engineering and production. "I like the fact that they listen."

The five-year contract with POS included special pricing and warranty for CLM's standard top-quality industrial dryers, along with specialty dryers used in cleanroom environments.



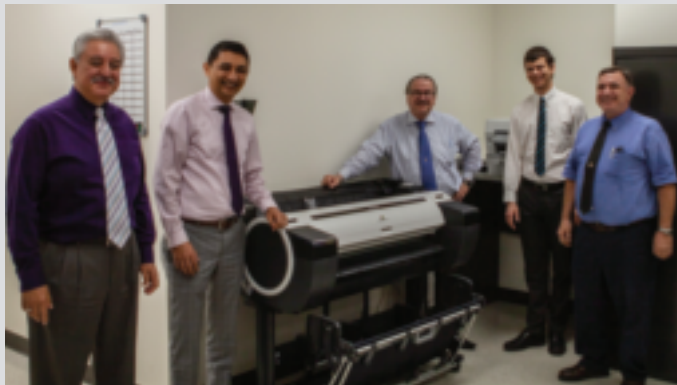
Left to Right: Gabriel Camacho, CLM; and **LEONARD MCALLISTER** (08/06/07)  
Senior Director of Engineering

## IRVINE PLANT INSTALLS A NEW DRYER!

On the morning of March 22nd around 10:00 am, Engineering, Jensen Techs and Irvine Plant staff accomplished the "craning in" of a "Brand New Jensen 450 lb. Dryer" through the roof of the Irvine Plant onto an extended mezzanine that had previously held two 450 lb. Dryers.

This is Prudential's first fully automated washroom (2008) and one of the few in the entire country. Last year we added an 800 lb. Jensen Washer to the wash-floor increasing wash capabilities because of the growth due the Irvine Management team. This Dryer addition compliments that growth.

This was an extremely difficult endeavor to be able to add this Dryer in the tight confines of this wash-room, however it was done without any complications. Job well done!



Left to Right:

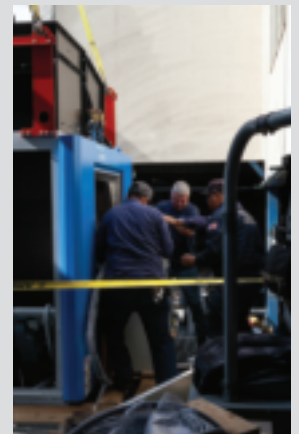
**RICHARD SAN ROMAN** (07/06/15)  
Senior Project Engineer

**MEERAJ MEHTA** (02/12/18)  
Engineering Manager

**LEONARD MCALLISTER** (08/06/07)  
Senior Director of Engineering

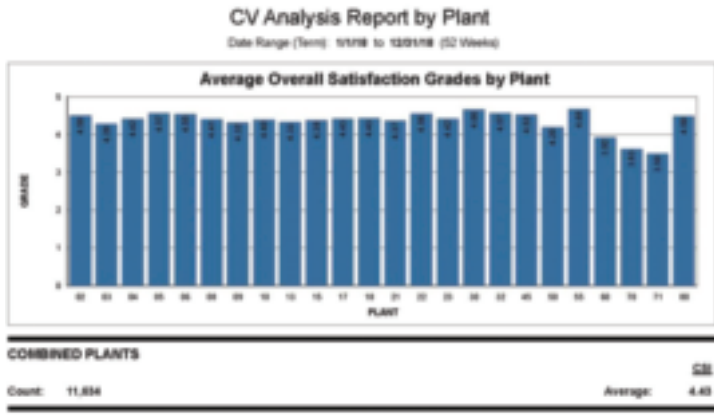
**JOEL BICKEL** (07/19/16)  
Associate Staff Engineer

**STEPHEN VOROS** (12/03/90)  
Project Facilities Manager



## POSITIVE SCORE...

### PRUDENTIAL OVERALL SUPPLY RELEASES 2018 CUSTOMER SATISFACTION SCORE



Prudential Overall Supply, an industry leader in reusable image work apparel and related textiles, today announced its 2018 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.

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 the year 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 11,634 face to face Customer Visitations, Prudential achieved a CSI rating of 4.43 on a 5-point scale increasing from a 4.40 the previous year. The Company remains committed to improving on this rating in 2019.

## A MESSAGE FROM OUR HUMAN RESOURCES DEPARTMENT...



This issue's safety corner is all about congratulations and recognitions! So let's get started!

First, we would like to congratulate Steve Hernandez and his crew over at Prescott Service Center for passing their first VPP re-certification! They have been diligent in maintaining their excellent safety record and have achieved another 3 years of VPP Star status. Hats off to you!

Second, we would like to welcome a new member to the Prudential VPP Star Family. Congratulations to Mesa Cleanroom in being the first Prudential Cleanroom plant to be certified, and the third location for Prudential. Thank you to Juan Johnson and his team for all their hard work and dedication to the safety process. You all have earned this commendable accolade.

A round of applause to both these teams .... Job well done!

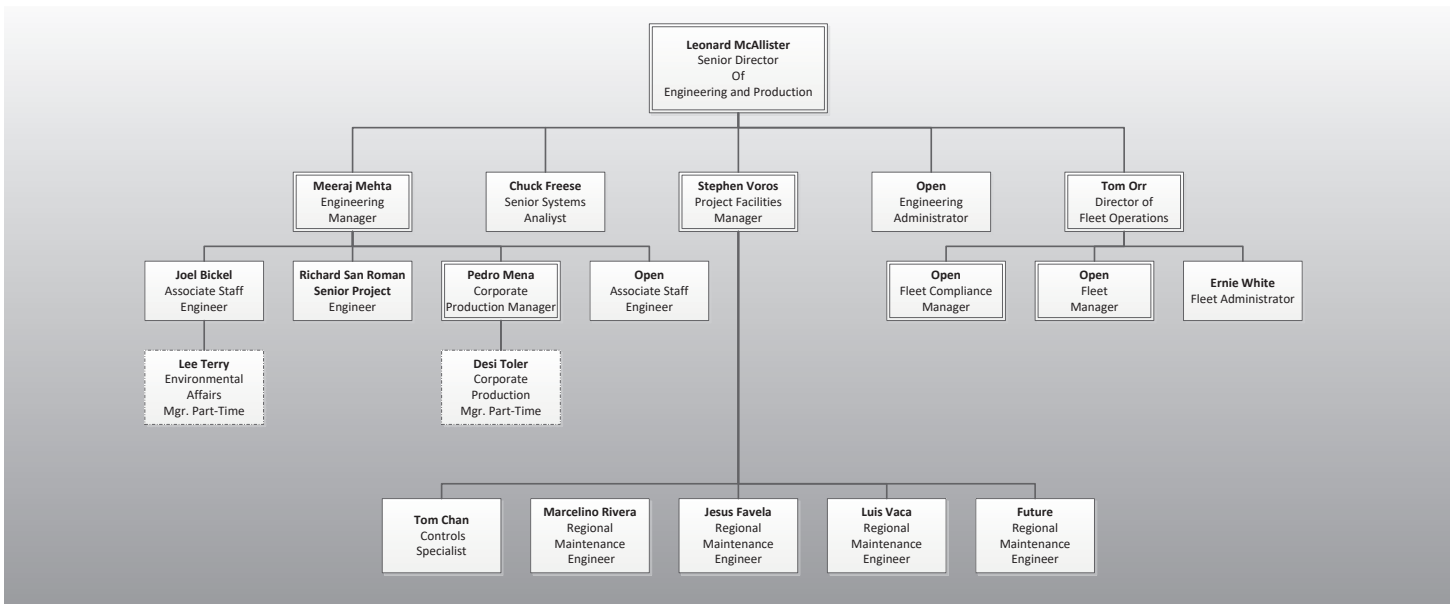


Our Mesa, AZ, cleanroom team's dedication to near-miss investigations, audits and training won recognition for safety from TRSA. What an honor to be recognized.

*Congrats!*



## CORPORATE ENGINEERING REORGANIZATION



It's my pleasure to share with you the following reorganization of the Corporate Engineering and Production teams:

In summary, Leonard McAllister is heading Engineering and Production as the Sr. Director of Engineering and Production (thank you Leonard!) with the following direct reports:

Meeraj Mehta, Engineering Manager who will be supported by Joel Bickel, Richard San Roman and Pedro Mena. Pedro (congratulations again!) handles all corporate production responsibilities as the Corporate Production Manager, a promotion that reflects the great job he did as our Process Improvement Manager. Richard continues to handle various Engineering projects, as well as Joel, who is learning much about Environmental Engineering, assisted by Lee Terry part time. Pedro will be assisted by Desi Toler part time.

Stephen Voros, Project Facilities Manager, is supported by our 3 outstanding Regional Maintenance Engineers

(RME's) Marcelino Rivera, Jesus Favela and Luis Vaca, plus controls specialist Tom Chan.

Tom Orr, recently promoted to Director of Fleet Operations (Congratulations again!), continues to be supported by Ernie White, Fleet Administrator and two new, currently open positions: The new Fleet Compliance Manager and the new Fleet Manager.

Chuck Freese, Senior Systems Analyst, continues to support Leonard and the company on various IT and Engineering projects.

I hope the attached Organizational Chart answers any questions you might have. Please help me congratulate the entire Engineering and Production teams on their achievements and promotions. We look forward to their continued strong operational innovations and support.

Thank you,  
Stefan Schurter (10/26/92)  
Senior Vice President

## SUPPORTING OUR CUSTOMERS...



We had the opportunity to support one of our clients, Conico Oil, at their customer appreciation event! We were happy that our hats and totes were a success as we got to know their customers!



# DID YOU HEAR THE NEWS?

## LUNCHEONS



### RICHMOND CLEANROOM HOLIDAY CELEBRATION

Richmond celebrated the holidays with a delicious cake, a raffle with prizes, and a lot of laughs!



### LUNCH WITH DAN CLARK AT THE LOS ANGELES CLEANROOM PLANT!

**DAN CLARK** (09/23/68) *Chairman of the Board*, **SANDRA LIEU MARTS** (07/11/11) *GM P15*, **CARMEN BERRELLEZA** (10/26/09) *Sr. Human Resources Manager*. Production employees: **BEATTRIZ CASTRO** (06/04/07), **FORMER EMPLOYEE, ELSA INGUEZ** (02/01/10), **ROSA FIGUEROA** (11/05/86), **MARIA PERAZA** (11/12/92), **VICTORIA FONSECA** (08/18/87), **MARIA RAMIREZ** (04/18/05).



### CORPORATE OFFICE HOLIDAY CELEBRATION

Our Corporate office has a traditional Christmas Luncheon where we get to spend some time with each other while receiving gifts from our vendors and enjoying a buffet.



### UGLY SWEATER CONTEST

During our Christmas luncheon at the corporate office we also had our first Annual Ugly Christmas Sweater Contest. **BRYAN URIETA** (10/19/16) *Accounts Receivables Clerk* was the winner with his fantastic sweater!

## FUN IN THE SNOW



### SNOW ANGEL

**CHRISTAL VALLADARES** (10/09/17) *Quality Assurance Manager* at the Corporate Office embraced the cold and made a snow angel at the Nashua Cleanroom Plant!

From: Tim DeShazor (01/15/18) DSM

I'm attaching the new POS Christmas logo my daughter, Anne, came up with. She is 8 and has a wild imagination.







I would like to personally thank you for taking the time to spend a few days coaching our Colonial Heights team last year. I understand that you also spent time in some of our other plants doing the same, thank you. Thank you Desi for carving out some time from your busy retirement schedule. I copied a few people that know you just to show everyone what "retirement" looks like. Take a look at the attached picture, I don't think I have ever seen Desi with such a big smile.

Thank you again Desi Toler (03/05/18) Corporate Production Manager and Mitch Cummins (07/21/80) General Manager, Tucson Plant. We appreciate you.

Marc O'Leary (12/07/77) Vice President of Cleanroom Operations

## PROUD GRANDPARENT



Commerce Plant Production Employee, grandparent **MELANIA SALDIVAR** (04/01/99), Janitor, is proud to celebrate her grandchild who was featured in the advertisement for KIPP Los Angeles. KIPP LA operates tuition-free, college-preparatory public schools in the greater Los Angeles area.

## TOY DRIVE



Milpitas Industrial employees donated toys to Stanford Lucille Packard Children's Hospital in Palo Alto.



## NEW BABIES



Congratulations to **REBECCA MATTEI** (09/17/18), Finance Manager and husband Justin who celebrated the birth of their son Julian.



New mom, **LIZ BAEZ** (11/21/16) Account Receivable Clerk was celebrated by a surprise shower in the Accounts Receivables Department. Her baby Belinda was born on February 15, 2019 weighing 7 pounds, 5 ounces, 19 inches!



**ARACELI CONTRERAS AGUILA** (02/25/14) Office Clerk, Vista Plant husband Erick Contreras, and brother Uziel Alessandro who is three years old, welcomed Edson Jaziel on 6/24/18, 20 in 7.8 oz. They feel blessed to have welcomed another boy to their family.



**DONNY PYNE** (04/22/13), Sales & Service Manager, Los Angeles Plant and wife Victoria welcome their third child into their family. Fionn Pyne was born on December 18, 2018.



## ANNIVERSARY CELEBRATIONS



**HAPPY 40<sup>TH</sup> ANNIVERSARY, RAMON!**  
Celebrating his 40 year anniversary.

**JON LOCKE** (08/09/04) *General Manager,*  
**RAMON MARTINEZ** (10/26/78) *Washer,*  
**GLEN WOODS** (07/11/16) *Plant Manager.*



**HAPPY 40<sup>TH</sup> ANNIVERSARY, ALBERTO!**  
Alberto celebrating his 40th anniversary  
with the company.

**JON LOCKE** (08/09/04) *General Manager,*  
**ALBERTO CORONA** (01/16/79)  
*Maintenance Mechanic.*



**HAPPY 40<sup>TH</sup> ANNIVERSARY, RICARDO!**  
We recognize Ricardo with a watch that  
he chose as a token of our appreciation  
for the many years of dedication to his  
job.

**ROSA VASQUEZ** (01/28/08) *General  
Manager,* **RICARDO PELAYO** (02/23/79)  
*Maintenance Supervisor*



**HAPPY 30<sup>TH</sup> ANNIVERSARY, EVA!!**  
**JERRY MARTIN** (04/20/92) *VP Sales & Marketing,*  
**EVA CESARIO** (01/09/89) *Direct Sales Manager.*



**HAPPY 30<sup>TH</sup> ANNIVERSARY, JOSE!!**

**JOHN CLARK** (08/31/09) *Regional Manager,*  
**JOSE LUIS VIRUES** (11/21/88) *Washer,*  
**GLEN WOODS** (07/11/16) *Plant Manager,*  
**JON LOCKE** (08/09/04) *General Manager.*

## IN MEMORIAM



**In Memory of  
PATRICK NEELY**

Patrick Neely passed away peacefully on  
November 7, 2018 at home. He retired  
as Accounts Receivables Manager at the  
Corporate Office for Prudential Overall  
Supply in Irvine, CA. He will be missed. Our  
condolences to his family and friends.

## RETIREMENTS



**CONGRATULATIONS, TOM!**  
**TOM STILLWAGON** retired after  
38 years. *Wishing you the very best!  
Thank you for your commitment  
here at Prudential!*


*L-R:*  
**TOM WATTS** (09/08/75) *President,*  
**TOM STILLWAGON** (07/28/80)  
*Service Center Manager,*  
**JON LOCKE** (08/09/04)  
*General Manager,*  
**MARC O'LEARY** (12/07/77)  
*VP of Cleanroom Operations.*



**CONGRATULATIONS, GINA!**  
**GINA TORRES** (11/18/93) *Office  
Manager at the Los Angeles  
Cleanroom Plant* retired after 25  
years on 01/04/19.

*Wishing you much happiness and  
success. Thank you for all you  
have done at Prudential!*

### Patrick Ranse Neely

 Patrick Neely passed away peacefully  
on Nov. 7th, 2018 at home. He was born  
June 14, 1936 in Gary, Indiana. His par-  
ents were Mary Schultz and David Neely.  
He moved to Whittier, CA to live with  
his dad, after the death of his mother. He  
and Wendy met while juniors in high  
school. They were married 63 years and  
enjoyed many family activities with their three boys,  
such as sports, camping and student exchanges with the  
Orange Sister City Association in CA. He is survived by  
Gregory (Mary), Steven and Douglas. The eldest boy,  
Kevin died in infancy. He has one grandson, Joshua and  
one great grand daughter, Kayla.

He retired as Accounts Receivables Manager at the  
corporate office for Prudential Overall Supply in Irvine,  
CA. (Clean room and industrial laundry processors) He  
was an active member of the Men of "I AM" at Christ  
Presbyterian Church and the PebbleCreek Christian  
Men's Association. He was also an active member of the  
Model Railroad Club and enjoyed construction projects  
and working with the other members.

"Celebration of Life" service will be held at:  
Christ Presbyterian Church, 925 N. Sarival Ave. Go-  
odyear, AZ 85338 at 11:00 on Sat. Dec. 1st. In Lieu of  
flowers donations can be made to Christ Presbyterian  
Church, Kare Bears 15383 W. Cheery Lynn Rd. Go-  
odyear, AZ or Three Rivers Historical Society, PO Box  
7251, Goodyear, AZ 85338





## "WHAT PEOPLE ARE SAYING"



*"Awesome customer service!"*

**- ANGELINA GARIBAY**  
TUCSON PLANT



*"They are very quick to respond,  
have friendly servicing, and take  
their customer's concerns..."*

**- BRET GREGORIUS**  
PORTLAND CLEANROOM PLANT



*"Thank you for your service and  
reliable product."*

**- RHONDA NICHOLS**  
VISTA PLANT



*"Kwangee is always very helpful and  
polite. I love our delivery guy Alfonso, he is  
a very happy person and is always willing  
and ready to accommodate my needs."*

**- JANIS TERWILLIGER**  
MILPITAS CLEANROOM PLANT



*"Five Stars."*

**- WATT HUGH**  
DENVER INDUSTRIAL/CLEANROOM  
SERVICE CENTER



*"Five Stars."*

**- DELORIS BECK**  
GREENVILLE INDUSTRIAL  
SERVICE CENTER

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**DAVID CURRY** (01/17/07)  
Senior Key Accounts  
Manager  
on the right presents  
Randy Skinner, Director  
of Administration  
at Pacific Crane  
Maintenance Co. (PCMC)  
with their certificate.  
Congrats!



**WINNER!**

**PCMC**

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**THE FUTURE OF PRUDENTIAL...SOME OF DAN CLARK'S GRANDCHILDREN...**  
**JOHN CLARK'S** (09/08/75) *Regional Manager, son of Dan Clark, children jump into the Prudential truck for a ride at the Annual Christmas party at Corporate! Twins Camden, Everly and Bronson.*



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