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FF-THE-CUFF



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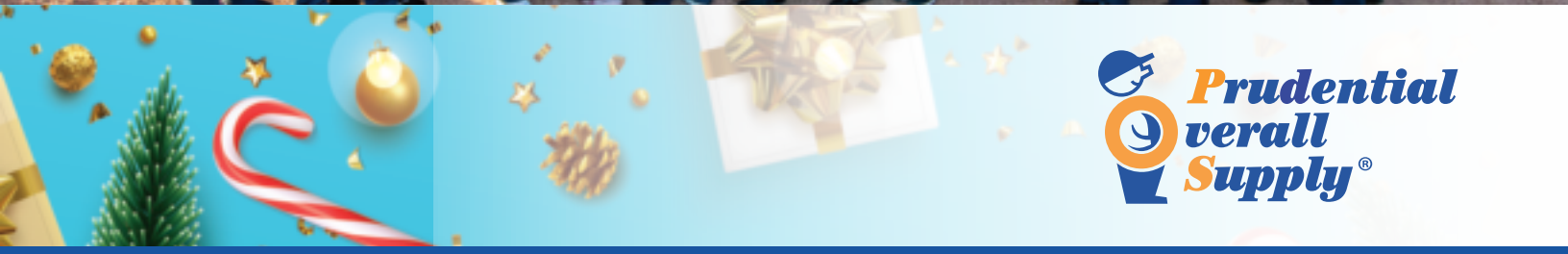
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& EL PASO, TEXAS SERVICE CENTER





Prudential Overall Supply®

DAN CLARK'S MESSAGE



December, 2019

To Our Friends,

2020 will be the start of a new era in the history of Prudential Overall Supply. We will see a transition in the leadership of the organization that I know will position us for continued success for many years.

After 20 years as President and 44 years with the company, Tom Watts will retire in January. We are happy to say he will remain on Prudential's Board of Directors. Tom has shown great leadership and achieved outstanding growth for Prudential during his 20 year term as President and led the company in a way I could only have hoped for. He will be missed.

I will maintain my current status with the company as Chairman of the Board and continue to follow my passion for the business by conducting customer visitations, riding routes and spending time at our plants and with our employees, as well as monitoring the progress of the company's executive teams.

I will turn over my CEO role to John Clark and help him assume his leadership of the company. I know he is well prepared for this new assignment and he shares my same enthusiasm for the company, our employees, our customers and our future.

Chris Welch will assume the duties of the President after Tom hands over the reins in January. In the last 23 years, Chris has proven to be more than capable to lead the operations of the company.

Both John and Chris have been raised in Prudential's culture and believe in our Mission Statement. They recognize and value the importance of partnering with our employees, customers and vendors and know their long term goal is the sustainability of Prudential. I am thankful for our many dedicated and long term employees like Tom Watts and I am proud of the new leaders we are developing for the future.

From one generation to the next, Prudential must continue to improve. 2019 has been a very good year for Prudential, so I say congratulations and thanks to all.

At this time of year I cherish the privilege of expressing the company's sincere thanks to each of our employees, customers, suppliers and friends for the meaningful things they have done for us in 2019, and to extend our heartfelt best wishes for 2020. It is my hope that we may keep the holiday spirit of faith, love and goodwill towards all alive throughout the year. May God grant each of you joy, peace and happiness in this holiday season and coming year.

Merry Christmas to All!

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

MENSAJE DE DAN CLARK

Diciembre de 2019

Estimados Amigos,

El año 2020 marcará el comienzo de una nueva era en la historia de Prudential Overall Supply. Veremos una transición en liderazgo que estoy seguro nos pondrá en una optima posición de éxito continuo por muchos años.

Después de 20 años como presidente y 44 años con la compañía, Tom Watts se jubilará en Enero. Nos complace el compartir que permanecerá en la Junta Directiva de Prudential. Tom ha demostrado un gran liderazgo y logrado un crecimiento sobresaliente para Prudential durante sus 20 años como Presidente, además de dirigir la compañía de una manera que solo podría haber esperado. Lo vamos a extrañar.

Mantendré mi posición actual en la compañía como Presidente de la Junta y continuaré siguiendo mi pasión por este negocio realizando visitas a clientes, recorriendo rutas y pasando tiempo en nuestras plantas y con nuestros empleados, así como monitorear el progreso de nuestros grupos ejecutivos.

Le entregaré mi papel de Director Ejecutivo a John Clark y lo ayudaré a asumir su liderazgo en la empresa. Sé que está bien preparado para esta nueva asignación y compartimos el mismo entusiasmo por la empresa, por nuestros empleados, por nuestros clientes y por nuestro futuro.

Chris Welch asumirá la posición de presidente después de que Tom le entregue las riendas en Enero. En los últimos 23 años, Chris ha demostrado ser más que capaz de dirigir las operaciones de la empresa.

Tanto John como Chris se han desarrollado en la cultura de Prudential y creen en nuestra Misión. Reconocen y valoran la importancia de tener una buena relación con nuestros empleados, clientes y proveedores y saben que su objetivo a largo plazo es la sostenibilidad de Prudential. Estoy agradecido por nuestros muchos empleados dedicados a largo plazo, como Tom Watts, y estoy orgulloso de los nuevos líderes que estamos desarrollando para el futuro.

De generación a generación, Prudential debe continuar mejorando. El 2019 ha sido un muy buen año para la compañia, así que los felicito y les agradezco a todos.

En esta época del año, valoro el privilegio de expresar mi sincero agradecimiento de parte de la compañía a cada uno de nuestros empleados, clientes, proveedores y amigos por todo lo que han hecho por nosotros en 2019, asi como extender nuestros mejores deseos para 2020. Mi esperanza es que podamos mantener vivo el espíritu festivo de fe, amor y buena voluntad hacia todos durante todo el año. Que Dios les conceda a cada uno de ustedes alegría, paz y felicidad en esta temporada de fiestas y el año que viene.

¡Feliz Navidad a todos!



DAN CLARK **(09/23/68)** ***Presidente de la Junta Directiva***

☆ ANNIVERSARIES

25 YEARS OR MORE

NAME		PLANT	JOB TITLE	HIRE DATE
Clark	J. Daniel	00	Chairman of Board	09/23/68
Watts	Thomas C.	00	President	09/08/75
Verduzco	Elpidia	15	Stock Rm Supervisor	03/07/77
Sanchez	Francisco	06	Laundry Worker	05/12/77
Mota	Juan C.	22	Washer	08/09/77
O'Leary	Marc E.	00	VP of Cleanroom Ops	12/07/77
Corral	Maria M.	13	Production Supervisor	07/31/78
Martinez	Ramon R.	02	Washer	10/26/78
Corona	Alberto B.	02	Maint Mechanic	01/16/79
Pelayo	Ricardo R.	09	Maintenance Supv	02/27/79
Loredo	Maria T.	10	Garment Coordinator	06/26/79
Lecair	Laura A.	10	Plant Manager	08/09/79
Garcia	Felipa	04	Laundry Worker	04/07/80
Reyes	Juana	02	Laundry Worker	04/23/80
Carrillo Huizar	Javier	05	Production Employee	04/30/80
Cummins	Mitch	21	General Manager	07/21/80
Olguin	Francisco	02	Janitor	08/08/80
Freese	Charles K.	00	Senior Systems Analyst	09/29/80
Garcia	Jose J.	05	Customer Sales Rep.	05/11/81
Blanco	Juventino	06	Laundry Worker	05/15/81
Herrera	Benigno C.	06	Laundry Worker	08/12/81
Robles	Enrique	05	Customer Sales Rep.	11/16/81
Ortiz	Miguel	06	Service Attendant	01/25/82
Balaam	Robert Lee	00	Controller	03/28/83
Maurer	Dan R.	05	Customer Sales Rep.	06/27/83
Opon	Maria	10	Folder	11/16/83
Bielefeld	Bret A.	00	Director of Purchasing	02/06/84
Boyer	Jimmy	02	Asst General Manager	02/07/84
Valdez	Magdalena	10	Folder	04/07/84
Hoang	Kim T.	00	Accts Rec Clerk	05/02/84
Blanco	Martha A.	15	Production Employee	05/21/84
Herrera	Rodolfo M.	05	Washer	08/08/84
Perez	Lomberto	04	Laundry Worker	09/04/84
Bigler	Marlan L.	00	Systems Analyst	11/26/84
Bernal	Roselia	17	Order Fulfillment Oper	06/18/85
Tamayo	Jose F.	21	Maint Mechanic	07/15/85
Escobar	Ernesto R.	07	Maintenance Supv	11/04/85
Kopicka	Karen L.	02	Office Clerk	01/06/86
Jimenez	Antonio	04	Customer Sales Rep.	01/21/86
Dominguez	Alberto M.	02	Maint Mechanic	03/04/86
Rodriguez	Vicente A.	04	Customer Sales Rep.	04/30/86
Sandoval	Alma D.	07	Order Fulfillment Oper	06/03/86
Sanchez	Maria T.	15	Production Employee	08/04/86
Uribe	Humberto	04	Production Supervisor	09/02/86
Lara	Yolanda	05	Production Employee	09/16/86
Figueroa	Rosa N.	15	Production Employee	11/05/86
Chavez	Catalina	05	Production Employee	11/13/86
Arellano	Carmen	15	Production Employee	05/19/87
Davis	Dean	06	Laundry Worker	07/15/87
Fonseca	Victoria	15	Production Employee	08/18/87
Garcia	Michael	02	Customer Sales Rep.	09/02/87
Reyes	Aurelio C.	04	Laundry Worker	10/12/87
Ordaz	Fabiola	02	Laundry Worker	02/10/88
Elberson	Mark W.	13	General Manager	02/16/88
Brooks	Gary L.	13	Customer Sales Rep.	03/14/88
Flores	Michael R.	13	Customer Sales Rep.	06/13/88
Valencia	Lourdes	08	Laundry Worker	10/24/88
Virues	Jose L.	02	Washer	11/21/88
Cesario	Eva M.	00	Direct Sales Manager	01/09/89
Jimenez	Maria L.	04	Laundry Worker	01/23/89
Leza	Alicia	10	Folder	02/13/89
Guerrero	Ampelia	02	Laundry Worker	03/06/89
Chan	Tom	00	Controls Specialist	03/23/89
Kaur	Tarsem	08	Laundry Worker	03/27/89
McKinney	Michael E.	00	Comp Support Spec	03/30/89
Truax	Karen D.	00	Director of IT	04/10/89
Cadenas	Felisa F.	04	Laundry Worker	06/19/89
Mata Longoria	Saul	05	Production Employee	07/27/89
Nelson	Jeffrey A.	00	Regional Manager	08/08/89

25 YEARS OR MORE CONT...

NAME		PLANT	JOB TITLE	HIRE DATE
Martinez	Audencio	05	Production Employee	08/30/89
Serrano	Irma	04	Laundry Worker	09/05/89
Ruiz	Imelda	10	Folder	10/04/89
Palominos	Magdalena	13	Janitor	11/06/89
Villela	Diega	02	Laundry Worker	11/08/89
Cesario	Dean	06	Customer Sales Rep.	12/27/89
Rich	Frank W.	00	District Sales Manager	01/29/90
Corona	Maria A.	04	Laundry Worker	02/26/90
Soto	Felipe	06	Laundry Worker	02/27/90
Leon	Arturo	06	Laundry Worker	03/13/90
Kalert	Christopher	00	Sr ABS Analyst	03/23/90
Blazek	Michael P.	00	Regional Director	05/21/90
Mendoza	Rebeca C.	09	Laundry Worker	05/29/90
Lemus Gasca	Rogelio	13	Plant Manager	06/13/90
Carrillo	Hilda	00	ABS Support Spec	06/26/90
Arvayo	Carlos E.	21	Laundry Worker	07/30/90
Valencia-H.	Jorge A.	02	Customer Sales Rep.	09/10/90
Macias	Ana D.	15	Production Employee	09/24/90
Sangha	Major S.	08	Laundry Worker	10/10/90
Haghighi	Hilda	00	Accts Rec Clerk	10/15/90
Perez	Hilda E.	15	Production Employee	10/17/90
Magana	Arturo	04	Customer Sales Rep.	10/29/90
Voros	Stephen A.	00	Project Facilities Mgr	12/03/90
Banuelos	Raquel M.	13	Laundry Worker	03/20/91
Murillo	Maria C.	15	Production Employee	04/08/91
Blancas	Elisa	15	Production Employee	04/24/91
Briseno	Evangelina	08	Laundry Worker	05/08/91
Garnica Jr.	Ezequiel	22	Maint Mechanic	05/10/91
Sanchez	Placido	08	Laundry Worker	05/16/91
Valdez	Susana	21	Office Manager	06/10/91
Valdez	Ricardo	13	Sales & Service Manager	06/11/91
Koury	Rebecca L.	22	Plant Manager	06/24/91
Tinsay-Wong	Merriam	00	Accts Pay Mgr	07/01/91
Macias	Aida	02	Laundry Worker	09/30/91
Sanchez	Fidelia	04	Laundry Worker	09/30/91
Harder	Dave H.	02	Maintenance Supv	03/23/92
Martin	Gerald P.	00	VP Sales & Marketing	04/20/92
Stanton	Mark R.	00	District Sales Manager	07/13/92
Blazer	Michael S.	80	Plant Manager	07/30/92
Arellano	Ebelia	15	Production Employee	08/03/92
Espinoza	Jose I.	04	Customer Sales Rep.	08/07/92
Villalobos	Jose De J.	05	Production Employee	08/10/92
Felix	Rosa A.	21	Laundry Worker	09/04/92
Covarrubias	Victor	05	Customer Sales Rep.	09/10/92
Gonzalez	Rafael C.	17	All Other Empl	09/14/92
Schurter	Stefan	00	Senior Vice President	10/26/92
Peraza	Maria E. O.	15	Production Employee	11/12/92
Tran	Lonnie Thi	00	Personnel Clerk	01/04/93
Campbell	Martin W.	05	Wholesale CSR	01/19/93
Flores	Cecilia S.	02	Office Clerk	01/25/93
Thompson	John David	00	Executive Vice President	02/16/93
Vang	Lue	08	Maint Mechanic	04/19/93
White	Ernest D.	00	Fleet Administrator	04/19/93
White	Ana	23	Production Manager	04/19/93
Campos	Ana	15	Production Employee	05/05/93
Villanueva	Lilia M.	15	Production Supervisor	05/11/93
Reed	Robert M.	12	Route Manager	06/01/93
Magana	Rosa	05	Office Manager	06/07/93
Zazueta	Ronaldo G.	21	Customer Sales Rep.	06/14/93
Ramirez	Maria E. M.	08	Laundry Worker	06/16/93
Cooper	Geoffrey A.	26	Line Driver	07/19/93
Alcantar	Fabiola	15	Q/A Technician	08/03/93
Armenta	Miguel A.	21	Stock Room Manager	10/04/93
Benavides	Ana Maria	08	Laundry Worker	10/18/93
Banuelos	Maria E.	13	Laundry Worker	02/02/94
Valdez	Carmen	22	Laundry Worker	02/21/94
Campos	Alfonso B.	10	Customer Service Rep.	03/19/94
Zarate	Guadalupe	21	Laundry Worker	04/14/94
Damitio	Richard	21	Maintenance Supv	05/31/94
Smith	Marty B.	04	Laundry Worker	07/12/94

ANNIVERSARIES ☆

25 YEARS OR MORE CONT...

NAME		PLANT	JOB TITLE	HIRE DATE
Quezada	Martha	02	Laundry Worker	10/12/94
Martinez	Francisco	04	Laundry Worker	10/13/94

20 YEARS

NAME		PLANT	JOB TITLE	HIRE DATE
Sanchez	Steve	05	Customer Sales Rep.	01/11/99
Leija	Enrique S.	05	Customer Sales Rep.	01/18/99
Rodriguez	Carlos A.	21	Plant Manager	01/18/99
Estrada	Angelica	05	Office Clerk	02/08/99
Leon Avilez	Emma O.	23	Folder	02/15/99
Wright Jr.	Patrick J.	06	Route Manager	02/15/99
Palafox	Refugio G.	02	Laundry Worker	02/18/99
LeClair	Eugene D.	03	Corporate Sales Rep.	03/15/99
Saldivar	Melania	05	Production Employee	04/01/99
Contreras	Maria L.	09	Stock Rm Clerk	05/04/99
Hairston	Tracey L.	80	Production Supervisor	06/07/99
Tyler	Bettie V.	70	Distribution Lead Person	06/07/99
Mederos	Rene	17	Customer Sales Rep.	06/28/99
Compean	Obdulia	23	Folder	08/30/99
Ruiz	Rosalinda V	06	Laundry Worker	09/21/99
Villanueva	Rebecca C.	10	Distributor	09/21/99
Adame	Manuela M.	02	Laundry Worker	10/13/99
Hernandez	Maria Del C.	10	Garment Coordinator	10/21/99
Baron	Josefina P.	15	Production Employee	11/03/99
Chafin	Scott A.	13	Corporate Sales Rep.	12/13/99
Jackson	Adam L.	03	Customer Sales Rep.	12/13/99

15 YEARS

NAME		PLANT	JOB TITLE	HIRE DATE
Reukema	Myles J.	00	Dir of Cleanroom Sales	01/05/04
Frederick	Emmett J.	23	Customer Service Rep.	01/26/04
Lomba	Steve	18	Customer Sales Rep.	02/09/04
Perez-Macias	Raquel	02	Laundry Worker	02/16/04
Trujillo	Francisco	15	Customer Service Rep.	02/16/04
Veng	Lee C.	70	Maintenance Supv	02/23/04
Pilgrim	Linda L.	50	Office Manager	02/25/04
Flores	Adolfo	02	Lead Mechanic	03/15/04
Renteria	Guadalupe	02	Laundry Worker	03/22/04
Rodriguez Jr.	Jose	02	Customer Sales Rep.	04/26/04
Guardado	Eva M.	70	Folder	05/03/04
Guardado	Dominga	70	Stock Rm Clerk	05/03/04
Baldiviez	Roger	05	Customer Sales Rep.	05/12/04
Lopez	Martha	13	Laundry Worker	06/02/04
Young	Sean E.	08	Customer Sales Rep.	06/15/04
Ayala	David	03	Customer Sales Rep.	07/19/04
Hussey	Dana L.	17	Office Manager	07/26/04
Figueroa	Vicky	02	Laundry Worker	08/09/04
Locke	Jonathan R.	00	Regional Manager	08/09/04
Willis	Mark D.	05	General Manager	08/09/04
Pena	Consuelo L.	21	Laundry Worker	08/11/04
Vega	Magdalena	50	Soil Sort	08/14/04
Sandoval	Rosa A.	13	Laundry Worker	09/07/04
Knitter	Dianne I.	00	Dir. of Quality Assurance	09/20/04
Garduno De Olague	Maria E.	50	Soil Sort Lead	09/22/04
Prescott	Timothy C.	08	Customer Sales Rep.	10/04/04
Munoz	Raul	00	Reg Rt Sales Rep	10/06/04
Rosales Martinez	Sergio	13	Laundry Worker	11/03/04
Elkins	Ronald R.	03	Asst General Manager	11/09/04
Benitez Magana	Maria	13	Laundry Worker	11/15/04

10 YEARS

NAME		PLANT	JOB TITLE	HIRE DATE
Mevissen	Eric P.	26	Route Manager	01/06/09
Sauceda De Rojo	Guadalupe	05	Production Employee	02/09/09
Isovic	Adnan	18	Sales & Service Manager	02/16/09
Frumusa	Anthony A.	00	District Sales Manager	03/02/09
Lemus De Ochoa	Lus M.	13	Laundry Worker	03/05/09
Guevara	Margarita	13	Laundry Worker	03/23/09

10 YEARS CONT...

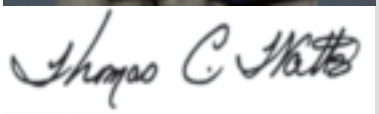
NAME		PLANT	JOB TITLE	HIRE DATE
Gonzalez Hernandez	Laura	13	Laundry Worker	03/30/09
Tabares	Gilberto E.	02	Customer Sales Rep.	03/31/09
Padilla	Isidra	13	Laundry Worker	04/01/09
Stowers	Geoffrey Kyle	50	Route Manager	04/06/09
Gutierrez	Elsa N.	23	Distribution Lead Person	04/20/09
Hinojos	Concepcion	23	Folder	04/20/09
Holguin	Rita	23	Soil Sort	04/27/09
Ruan	Arnold Rene	22	Customer Sales Rep.	05/11/09
Miranda	DoraMay	05	Production Employee	06/02/09
Estrada	Alfredo	15	Production Employee	06/10/09
Lopez	Flor Juliana	23	Office Manager	06/10/09
Rennegarbe	Kristin M.	00	Assoc QA Mgr	06/29/09
Castillo	Carlos	06	Sales & Service Manager	07/06/09
Herrera	Margie	02	Office Clerk	07/06/09
Lewis	Joshua Daniel	22	Sales & Service Manager	07/29/09
Camacho	Magdalena M.	10	Q/A Technician	08/28/09
Clark	John D	00	Regional Manager	08/31/09
Osorio	Jaime S.	02	Customer Sales Rep.	08/31/09
Aguero	Maribel	50	Stock Rm Supervisor	09/08/09
Yanez C.	Jose Juan	21	Laundry Worker	09/14/09
Stuckly	Jeffrey K.	50	Plant Manager	09/28/09
Munoz	Adan	50	Washer	09/29/09
Delgado	Robert Frank	50	Production Manager	10/05/09
Angell	Mark C.	45	Customer Sales Rep.	10/19/09
Gassoway	Tracey	70	Production Supervisor	10/20/09
Houngsun	Bounmy	70	Folder	10/21/09
Berrelleza	Carmen	00	Senior HR Manager	10/26/09
Gonzalez Lopez	Petra	23	Soil Sort	10/26/09
Arias	Mark	02	Customer Sales Rep.	11/02/09
Lawson	Priscilla M.	70	Soil Sort	11/03/09
Parker	Mary L.	70	Soil Sort	11/03/09
Villagran	Maria	23	Soil Sort	11/06/09
Garcia Escorihuela	Maria	22	Laundry Worker	11/16/09
Gonzalez	Beatriz	15	Production Employee	11/16/09
Lopez	Socorro	10	Distributor	11/16/09
Martinez Gil	Maria C.	10	Soil Sort	11/16/09
Ruiz	Leticia P.	10	Garment Coordinator	11/16/09
Alcantar	Jesus	15	Janitor	11/23/09
Baca	Jose	02	Customer Sales Rep.	11/23/09
Herrera	Jose M.	23	Line Driver	11/30/09
Sanchez	Rafael R.	23	Asst General Manager	12/07/09
Navarro Rios	Leonor	23	Cleanroom Lead	12/09/09
Garcia	Rafael Joveres	10	Garment Coordinator	12/12/09
Henriquez	Francisco J.	10	Customer Service Rep.	12/12/09
Hurtado	Michael S.	10	Customer Service Rep.	12/12/09
Melero Carrasco	Angelica	10	Production Manager	12/12/09
Sanchez	Daisy E.	10	Distributor	12/12/09
Sandoval	Emilia	10	Garment Coordinator	12/12/09
Villanueva	Laura Angelica	10	Distributor	12/12/09
Biron	Matthew F.	71	Route Manager	12/14/09
Castellanos	Rocelia G.	23	Folder	12/14/09
Garcia	Olivia	23	Folder	12/14/09
De La Paz	Agustina	50	Soil Sort	12/16/09
Carrillo	Silvia	23	Soil Sort	12/28/09

5 YEARS

NAME		PLANT	JOB TITLE	HIRE DATE
Broyles	Michael James	13	Customer Sales Rep.	01/06/14
Santos Cruz	Eusebia	60	Laundry Worker	01/06/14
Sexton	Michael Dean	30	Corporate Sales Rep.	01/06/14
Hernandez Luis	Maria K.	13	Office Clerk	01/29/14
Denis	Jonathan W.	71	Route Manager	02/17/14
Contreras Aguila	Araceli	13	Office Clerk	02/25/14
Marquez	Zulema	45	Laundry Worker	03/13/14
Contreras Reyes	Erika	13	Qual Assur Supervisor	03/17/14
Uribe	John L.	09	Production Manager	04/07/14
Orr	Thomas Leo	00	Dir. of Fleet Operations	04/14/14
Peterson	Brian J	50	Qual Assur Supervisor	04/21/14
Garcia	Isaac Eric	45	Customer Sales Rep.	04/22/14
Manriquez	Soledad	45	Laundry Worker	04/24/14

TOM WATTS RETIREMENT





"I LIKE THE WORK AND I LOVE THE PEOPLE." - TOM WATTS, PRESIDENT

Serving Prudential Overall Supply for over 44 years, Tom Watts announced his retirement effective January 17, 2020. Tom will remain a member of the Board of Directors.

Tom Watts was promoted to President of Prudential Overall Supply on January 4, 1999. He was only the fifth President of the Company since it was founded on April 11, 1932.

Tom started with Prudential as a Route Sales Trainee on September 8, 1975. During his years at Prudential, Tom has worked his way through the ranks, serving in many capacities, including: Utility Driver, Customer Sales Representative, Assistant District Manager, General Manager (in two different plants), Regional Manager and Vice President of Operations. Tom truly knows the business from the ground up.

Tom will be missed by the entire Prudential Overall Supply family. Tom's connection to all that work at Prudential will especially be missed. Tom's calm and steady approach with our people and the business has helped shape Prudential to be the kind of place we all love to work for. We wish Tom the best in retirement.



TOM WATTS PERSONNEL CARD

CUSTOMER SALES REPRESENTATIVE,	CERRITOS	09/08/75
UTILITY DRIVER	CERRITOS	02/27/78
ROUTE MANAGER	CERRITOS	01/01/79
SALES & SERVICE MANAGER	CERRITOS	02/04/80
GENERAL MANAGER	RIVERSIDE	04/16/84
GENERAL MANAGER	LOS ANGELES	06/06/88
REGIONAL MANAGER	CORPORATE	04/08/91
VICE PRESIDENT OPERATIONS	CORPORATE	05/01/95
PRESIDENT	CORPORATE	01/04/99
RETIREMENT		01/17/20



Tom Watts receives his anniversary certificate from Dan Clark.



Tom Watts speaking at the VPP ceremony at the Phoenix Plant.

PRUDENTIAL PRESIDENT EARNS TRSA OPERATOR LIFETIME ACHIEVEMENT AWARD

IRVINE, CA – June 20, 2019 – The Executive Committee of TRSA's Board of Directors recently approved the nomination of Tom Watts, president, Prudential Overall Supply, Irvine, CA, to receive the association's highest honor, the TRSA Operator Lifetime Achievement Award. Watts will receive his award during the Annual Awards Dinner on Sept. 19, in conjunction with TRSA's 106th Annual Conference in Boston.

Watts' 44-year career at Prudential had an even earlier, informal start when his father, Mel, a Prudential route salesman, requested the aid of his young son in the challenging task of making deliveries following a major California earthquake in 1971. By 1975 the younger Watts was beginning his own career as a Prudential route sales trainee. Advancing through various roles that created the opportunity to understand the business better and broaden his knowledge base, Watts has now been Prudential's president for the past 20 years. Founded by the Clark family in 1932, Prudential employs a staff of 1,850-plus people in 35 locations throughout the United States.

TRSA Chair Jim Buik, Roscoe Co., noted that the Executive Committee's decision, "Gives us tremendous pleasure to recognize Tom's contributions and support of the linen, uniform and facility services industry with the TRSA Operator Lifetime Achievement Award, bestowed only upon professionals in recognition of their exceptional personal service to our industry and to the associations that serve the industry."

Watts is a longtime, active member of TRSA who has served in many capacities and is a current member of its Board of Directors. He is a 1989 graduate of TRSA's Executive Management Institute (EMI) and a regular attendee and contributor to many of TRSA's professional-development programs. Prudential Chairman of the Board and CEO Dan Clark nominated Watts for this honor, citing his qualities of honesty, integrity and industry knowledge as key factors that have allowed him to succeed not only as a mentor and teacher to his employees but also in the setting and accomplishing of goals that have allowed Prudential to achieve outstanding growth during his term as president.

To learn more about the TRSA Operator Lifetime Achievement award and review past recipients, visit **www.trsa.org/awards**



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



TOM WATTS LIFETIME ACHIEVEMENT AWARD

LIFETIME ACHIEVEMENT: WATTS EMPHASIZES INDUSTRY SOLIDARITY



Left to Right: TRSA Chairman Jim Buik, Roscoe Co., **TOM WATTS** *(09/08/75) President*

Tom Watts, president of Prudential Overall Supply, Irvine, CA, told a crowd of nearly 200 people at TRSA's Sept. 19 Awards Dinner during the 106th Annual Conference that he felt like the entire industry should receive recognition for its work. However, he graciously accepted the laundry industry's highest honor, the Operator Lifetime Achievement Award, thanking his wife, Marcy, and Prudential Chairman Dan Clark for their many years of personal and professional support.

"I will say this," said Watts, in a lighthearted address that capped a 43-year career at Prudential that began in 1975 with a job as a route service representative, "Everybody in this room that I've met over the years and people that aren't in this room that I've met over the years, they've been so willing to help I almost feel like it's the entire industry that should get this award."

He quipped that he'd take custody of the award, noting that, "I'll keep it for you. But anyone that wants to come see it, you can come see it.'

Speaking of industry unity, he noted that while fiercely competitive, commercial laundry companies in California do look out for each other when crises such as natural disasters strike the Golden State. "In California, we have earthquakes and every once in a while freeways collapse, bridges go down and it's devastating," Watts told the crowd gathered at the Hyatt Regency Boston Harbor near Logan Airport. "But every time we've been in one of those situations, we've gotten calls from competitors, people that we compete with every day on the streets, saying 'If you need any help, call us. We'll do whatever you need. People have actually reached out and said, 'Look, we want to keep you in business. It's good for the industry. We've very much appreciated that."

Watts appreciates Marcy and their two children as well, though the latter two work on the West Coast and were unable to attend the program. "They're working for a living," he said, adding with a laugh, "That's good. They're not on my payroll."

In thanking his wife, Watts noted that a career as an executive in the laundry business requires many long hours and dedication. Marcy's help was a key ingredient to Watts' success he said. "There's a number of people I want to say thank you to," Watts said. "First and foremost is my wife Marcy for her support and understanding. As many of you in this business know, it's not a 9-5 job, it's an all-day career. So I want to thank her for her support."

With a touch of self-deprecating humor, Watts also thanked Clark and his wife Laura "for keeping me around for all these years." Watts, who rose through the ranks at Prudential from a route manager, sales and service manager, general manager, operations manager and finally, as president of the family-owned company, reflected on his many long drives with Dan to visit customers, an experience he found both challenging and rewarding. Watts joked that he also should be recognized for enduring those many trips over the years. "We spend 5-6 weeks on the road together visiting every one of our locations, putting on a state of the company meeting as well as explain to our employees about our profit-sharing and 401 (k) plan," he said. "It's extensive it's time-committing, very grueling. But let me just say this: If you're in a car with someone for 10 solid hours, driving from Tucson to El Paso, Texas, and back the same night and having two meetings and listening to Abba and Judy Collins round and round. Just that, I deserve some kind of award but ..."

On a more serious note, Watts thanked Clark "primarily for surrounding me with some of the best people that we've ever found in the industry or anywhere that just make me look good. I've been fortunate enough to have them line up some great people, talented people that we've had over the years. It just makes the job that much easier."

Watts concluded with kudos to the industry at large, including vendors, as well the association. "Thank you to the industry, TRSA members, staff, all of the suppliers, all of the vendors in the room that have supported Prudential over the years," he said. "You have made the job much more pleasant and easy to earn this award. Thank you very much."

Article available at **https://www.trsa.org/news/lifetime-achievement-watts-emphasizes-industry-solidarity/**

Wishing you all the best in your Retirement!

TOM WATTS RETIREMENT



Tom Watts, Customer Sales Representative, Cerritos Plant.



Tom Watts, General Manager, Cerritos Plant



President's Club Dinner Cruise



Presenting at one of the many Annual Sales Conferences.



Celebrating his 30th Anniversary at POS.



President's Club Boat Dinner with Corporate Sales Representative Andy Holliday, Los Angeles Plant.



Taping President's message on the Prudential Advantage Video.



Every year Tom was serving the Christmas Luncheon feast at the Corporate office. Here serving retirees who joined in the celebration.

FEATURED PLANT - TUCSON, AZ



TUCSON INDUSTRIAL PLANT

4240 S. Fremont Ave. - Tucson, AZ 85714

YEAR OPENED:	1978
CURRENT NUMBER OF EMPLOYEES:	71
CURRENT NUMBER OF ROUTES:	13



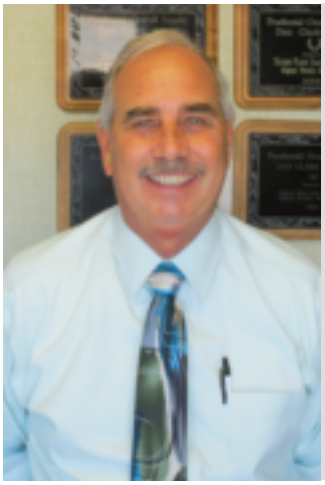
SUSANA VALDEZ
(06/10/91)
Office Manager

I am thankful for having the opportunity to work for Prudential for over 28 years. I will be retiring at the end of this year. I will miss all my co-workers at Corporate office and at my plant, Tucson! A big thank you to my husband of 26 years, Jake, for his full support in everything I do. BEAR DOWN!



TIFFANY MEDINA
(10/08/07)
Office Manager Assistant

I am very fortunate to work with a great group of people. I'm a mother of four, Brianna, Francisco, Fabian and Fernando. In our spare time we are usually on a football field cheering on my son or watching the Dallas Cowboys from home!!



MITCH CUMMINS
(07/21/80)
General Manager

I am very thankful to have had the opportunity to work for an outstanding company for over 39 years. To see the changes in our industry and the growth at Prudential is very rewarding and I am excited for the company's future. I have been married to my wife Michelle for 38 years. We have two grown children, our daughter Ashley is in Atlanta and our son Kyle is a CSR here in Tucson.



OFFICE STAFF

Left to right:
TIFFANY MEDINA (10/08/07) *Asst. Office Manager,*
HOKULANI JENKINS (01/21/19) *Office Clerk,*
SUSIE VALDEZ (06/10/91) *Office Manager,*
PRISCILLA VALENCIA (01/21/08) *Office Clerk.*

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

A Quarterly Publication of Prudential Overall Supply - Dedicated to the improvement of employee morale and the broadening of customer relationships.
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**

FEATURED PLANT - TUCSON, AZ



CARLOS RODRIGUEZ
(01/18/99)
Plant Manager

Carlos has been with Prudential for over 20 years, and has held many positions including CSR, Route Manager, Sales & Service Manager and his current position as Plant Manager. Carlos has been married to his wife Lucy for over 20 years, and they have 3 sons, Michael, Gabriel and Andrew. In his spare time he enjoys spending time in the mountains and rooting for the Oakland Raiders and the AZ Wildcats.



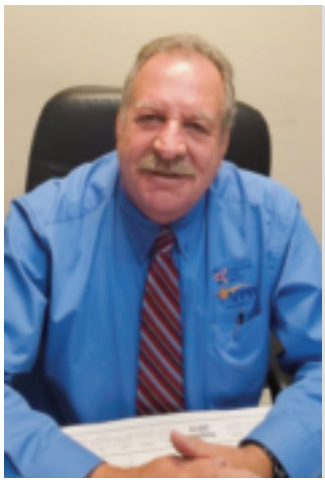
RICK PONCE
(05/27/98)
Sales & Service Manger

Rick has been with Prudential for 21 years. He has been married to his wife Stephanie for 18 years and has two boys, Ricky (11) and Robert (8). He is a graduate of the University of Arizona. He enjoys watching baseball, football, basketball, MMA and collegiate wrestling. He is a big fan of the Los Angeles Dodgers.



PAUL OBERT
(09/03/96)
Sales and Service Manager

Paul O'Bert started as shuttle truck driver in September of 1996. Promoted to Route Manager 1997, and then promoted to Sales & Service Manager in 2001. Paul has a bride of 23 years (Hilary). They have a son (Gavin) and a daughter (Andi). In his spare time he loves to play baseball! Go Dodgers!!



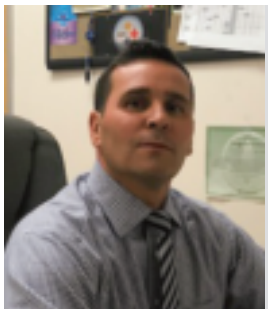
FRANK RICH
(01/29/90)
District Sales Manager

Frank started with Prudential as a Corporate Sales Representative at the Irvine plant. He was then promoted to District Sales Manager in Arizona at the end of 1999. Frank has 2 grown sons (both off the payroll!!) and 2 grandsons. Frank enjoys relaxing at the beach and traveling to new destinations.



LEONEL HOYOS
(12/01/03)
Plant Manager Trainee

Leo has been with Prudential for 16 years and has worked in both the service department and production, and he is currently a Plant Manager Trainee. Leo has been married to his wife Jasmine for 16 years and they have four wonderful children, Jaide, Noeil, Leonel Jr. and Amari. He enjoys playing basketball, spending time with his family and is a huge Oakland Raider fan.



EMERICK MARTINEZ
(06/26/96)
Route Manager

Emerick has been with Prudential Overall Supply for 23 years. He just celebrated his 25th Wedding Anniversary with his wife Angie. He has a son (Emerick Jr.) and two daughters (Yasmine and Celeste).



MICHAEL VALENZUELA
(09/24/21)
Route Manager

Michael started as a CSR in 2001 and is currently a Route Manager. He has two daughters, Athena and Ariana and step children Albert and Sara. He is engaged to Angela. He is a lifelong Dallas Cowboy fan and has a passion for golf.



JOSE MONTES
(02/19/01)
Corporate Sales Representative

Jose started as an MPTP and was promoted to Route Manager. Then, after 2 years was promoted to Sales & Service Manager. Ten years later, Jose transitioned to sales where he has earned President Club status 5 times. Jose enjoys golfing with co-workers and taking trips with his family to visit friends.



SCOTT CAMP
(08/21/97)
Corporate Sales Representative

Scott spent many years as a CSR and in 2010 was the co-recipient of the John D. Clark award. In October of 2014, as a Corporate Sales Representative, he earned Rookie of the Year honors. He and his lovely bride Brenda have been married for over 13 years and have raised two sons, Thomas (26) and Jonathan (22). Scott enjoys traveling, the sport of golf, rooting for his New York Jets, and cheering on the Arizona Wildcats.

FEATURED PLANT - TUCSON, AZ



CUSTOMER SALES REPRESENTATIVES GROUP DISTRICT 1

From left to right, front row: **RON ZAZUETA** (06/14/93), **ORLANDO CARDENAS** (12/03/07), **RAY COLLINS** (12/24/18). *Back row:* **TONY MARTINDALE** (05/29/07), **MIKE ROMO** (08/08/16), **KYLE CUMMINS** (10/01/14).



CUSTOMER SALES REPRESENTATIVES GROUP DISTRICT 2

From left to right, front row: **CHRIS MORENO** (02/16/15), **ROBERT TARAZON** (05/16/12), **RUBEN MOLANO** (04/15/19). *Back row:* **BRIAN GONZALES** (09/03/13), **KEVIN FRANCIS** (05/21/07), **ANTHONY HERRERA** (01/30/17), **MAXIMILIANO BONORAND** (06/25/18).



MIGUEL ARMENTA
(10/04/93) *Stock Room Manager*

Mike has been with Prudential for 16 years, and has been in the industry for over 37 years. He started as a CSR and was then promoted to Route Manager. For the last 12 years Mike has been the Stockroom Supervisor. Mike has been married to Carla for 39 years and they have three daughters and one son. Mike enjoys rooting for the AZ Wildcats and the Minnesota Vikings.



STOCKROOM DEPARTMENT

Left to right:
MARIA RAMIREZ (03/31/97), **JOSEFINA MONTIJO** (06/18/07), **MARIA CONTRERAS** (01/08/15), **FRANCES MEDINA** (12/19/11), **ROSA MARTINEZ** (07/20/98), **ELIZABETH GASTELUM** (06/10/96).



SORTING DEPARTMENT

Left to right:
EDUARDO MENCHACA (08/14/19), **JOEL MARQUEZ** (02/22/13), **MARCOS SOTO-ROBLES** (03/06/18), **AARON GONZALEZ** (04/19/16), **JUAN YANEZ** (09/14/09), **BURGENYA IMAN** (08/28/07).



PRESS LINE

Left to right:
NARDA LAMADRID (01/31/07), **PATRICIA DEL CASTILLO** (01/02/07), **LUCEMA JIMENEZ** (07/19/06), **MARIBEL MOLINA** (02/26/15), **MARTHA FEDERICO** (10/17/11), **GUADALUPE ZARATE** (04/14/94).

FEATURED PLANT - TUCSON, AZ



TOWEL DEPARTMENT

Left to right:
ANA MORENO (03/25/96), **AZUCENA GARCIA** (09/02/97), **ANA FUENTES** (05/02/16), **FLORINA ORTEGA** (02/02/95), **CARLOS ARVAYO** (07/30/90), **OLIVIA SALAZAR** (01/03/95), **AMELIA FELIX** (09/04/92), **AURELIA MERCADO** (02/03/97), **CONSUELO PENA** (08/11/04).



IRONER DEPARTMENT

Left to right: **MELISSA JACOBO** (09/18/17), **AGUEDA IBARRA** (03/26/18), **YOLANDA LIRA** (03/26/15), **KARLA MONTANO** (01/15/18), **CINTHYA TORRES** (10/22/18), **GABRIELA SANCHEZ** (03/02/15).



MAT DEPARTMENT

Left to right:
JESUS CONTRERAS (05/29/18), **CARLOS CORONADO** (12/15/14), **JONATHAN GALLEGOS** (08/05/19).



RICHARD DAMITIO
(05/31/94)
Maintenance Supervisor
Richard started with POS in May of 1994 as the Maintenance Supervisor for the Tucson plant. Before coming to POS, Richard worked for a linen supply company for 13 years as a maintenance mechanic and then a maintenance supervisor. Richard has been married to his wife Lynn for 32 years, and they have two sons ages 31 and 27. In his spare time he enjoys traveling and hiking with his wife, and exploring old mine sites and hunting with his brothers.



FERNANDO TAMAYO
(07/15/85) *Maintenance Mechanic*



CORY PATTON
(08/07/06) *Fleet Mechanic*

What a great team!

TUCSON PLANT FEATURED CUSTOMER...



KYLE CUMMINS (10/01/14) *Customer Sales Representative* delivering Prudential products to Jack Furrier Western Tire Center.

CUSTOMER SINCE: **2001**

Earning your loyalty has been our greatest compliment since 1960.

Loyal customers are the backbone of our business. Our first responsibility is to make sure you come back. Your recommendation is the highest compliment and the best advertising we can get.

We take customer loyalty personally because the Furrier name is still on the business after all these years. Jack Furrier's team loves every opportunity to earn you and your family's tire and auto repair business. In the unfortunate event that we do not meet your expectations, please tell us so we can make it right for you. Our team has the authority to do everything within their ability to correct it, just ask our long term customers.

If you would like to contact us or spend a minute to complete our online survey and let us know how we are doing - we would love to hear from you.

Thank you - Sean Furrier

Arizona Family
You've Counted on
Since 1960
14 LOCATIONS
to choose from

Tire Quote Hotline 520-547-4737

jackfurriers.com



Your tire and auto shop for 55 years

Lots of things have changed in the last 55 years. But some things are meant to stay the same. For instance, Jack Furrier began with a goal to provide reliable, trustworthy auto repair and tires to Tucson at a good, all inclusive price:"not like the other guys do it."

Today, while Jack's single shop has grown to 14 stores around the Old Pueblo the focus is the same: give customers the best in service, tires and repair. It's always been true with Jack and it's a family tradition with his boys Sean, Rick, Mike, Jeff and Tim.

Fact is, when you look for reliable auto repair and tires, you look at price. But you also look at the people selling you the service. At Jack Furrier Tire & Auto Care, the goal is to make sure you trust the whole experience from the people to the prices. Every tire. Every time.

READERS' CHOICE 2019 WINNER Arizona Daily Star

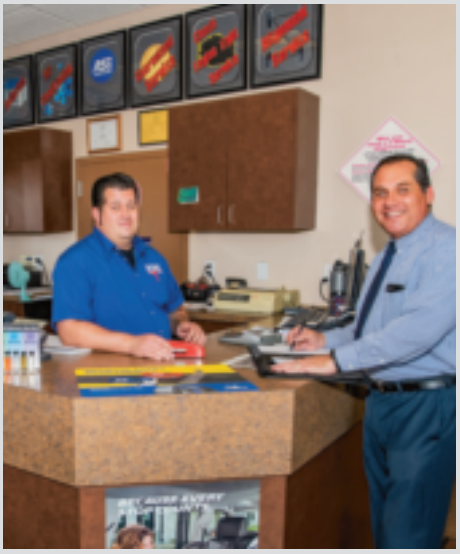
CURRENT PRUDENTIAL PRODUCTS PROVIDED:

- Work Shirts
- Work Pants
- Executive Wear
- Jackets
- Mats
- Dust Mops
- Wet Mops
- Fender Covers
- Shop Towels
- Microfiber Towels
- Air Fresheners

... JACK FURRIER WESTERN TIRE CENTER



Andrew Jacob-Oragonetti, Jack Furriers Technician



Richard Borstad and **RICK PONCE** (05/27/98) *Sales & Service Manager*



MITCH CUMMINS (07/21/80) *General Manager* and Rick Furrier.



Chris Knight, Jack Furriers Technician



Andrew Jacob-Oragonetti, Jack Furriers Technician wearing one of Prudential Automotive Shirts.

Okay, you got us— people like Jack Furrier so much, there are more than ten reasons.

10 Reasons People Like You Go to Jack Furriers

No pressure, friendly and courteous.
Our Lifetime customers expect it and you can too.

Certified Technicians.
We have the people and the tools for your repair, including ASE technicians and ASE Certified Master Technicians ready to help.

Standing behind work and warranties, every day since 1960.

Conveniently located.
One of our 14 locations is near you.

Available six days a week.
Open 7:30 am – 5:30 pm weekdays and Saturdays from 7:30 am – 4 pm to assist with all your tire and auto needs.

We have the tires you need.
Over 25,000 tires in stock, over 95% of vehicles on the road.

Total Tire Pricing means no surprises.
Our one low price includes computerized wheel balancing, tire mounting and valve stems. Re-balancing tires, tire rotations and tire repairs are also free for the life of your tires.

Total Tire Maintenance extends tire life, satisfies most tire warranty and it's included on every tire!

Affordable.
Our labor rates are lower than dealerships and most every auto repair chain. Compare our price and our affordable approach to auto repair.

"Green" since 1960.
Giving second lives to tires, recycling chemicals, oils and using recycled paper products, plus energy efficient lighting are common sense.

Stress-free financing available on approval offers no interest* if paid within six months. The most affordable program we've found provides a convenient way to apply online and pay for tires auto repair.



FEATURED SERVICE CENTER - EL PASO, TX



EL PASO SERVICE CENTER

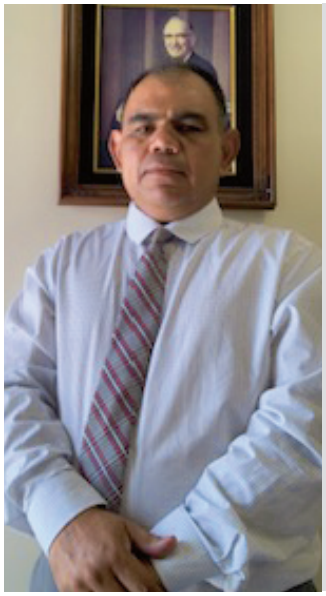
11501 Rojas Suite A. - El Paso, TX 79936

YEAR OPENED:	2005
CURRENT NUMBER OF EMPLOYEES:	13
CURRENT NUMBER OF ROUTES:	7



SANTIAGO ALCANTAR
(09/08/14)
Route Manager

Santiago has 20 years of industry experience. Santiago is originally from California. Santiago moved from California to be with his four kids, Sandy (26), Fernie (24), Stacy (19), and Jonathan (17), and he has one grandchild Baylee (2). In his spare time, Santiago loves to draw, spend time with his kids, and work on his classic cars.



GENARO RUVALCABA
(03/14/05)
Sales & Service Manager

Genaro was the first Sales & Service Manager at the El Paso, TX location. Genaro has over 22 years of industry experience. He will be married to his wife Sylvia for 25 years in May and has two sons (Jacob 23) and Josh (18). Genaro spends time watching his son play varsity football and varsity wrestling and is part of the booster clubs.



FEATURED SERVICE CENTER - EL PASO



CUSTOMER SALES REPRESENTATIVES

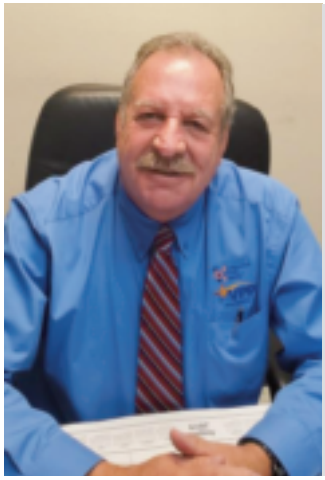
From right to left:
DANIEL PADILLA (11/27/17), **SANTIAGO ALCANTAR** (09/08/14), **MATTHEW RESENDEZ** (01/04/16), **TONY GAYTAN** (03/06/17), **AARON PAQUIAN** (01/02/18), **RUBEN GARCIA** (07/22/19), **PETER GARCIA** (12/24/12), **ABEL CASTANEDA** (02/22/10).



LINE DRIVER

ALBERTO MURILLO
(09/22/08)
Line Driver

What a great team!



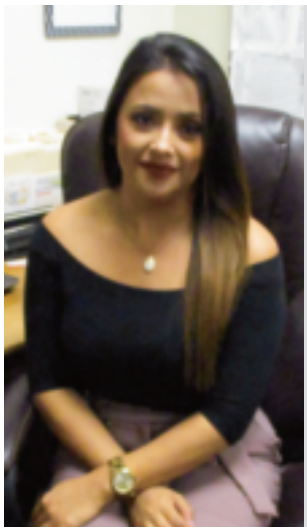
FRANK RICH
(01/29/90)
District Sales Manager

Frank started with Prudential as a Corporate Sales Representative at the Irvine plant. He was then promoted to District Sales Manager in Arizona at the end of 1999. Frank has 2 grown sons (both off the payroll!!) and 2 grandsons. Frank enjoys relaxing at the beach and traveling to new destinations.



DANIEL GUTIERREZ
(07/11/05)
Corporate Sales Representative

Daniel has been a Corporate Sales Representative for over 14 years with Prudential Overall Supply. Daniel and his wife Irma enjoy spending time with their daughter (Vanessa) and grandson (Jonathan). They are strong advocates for the Lupus foundation and enjoy participating in all fundraising activities to bring awareness of Lupus. In his free time, he enjoys camping and hiking and support his beloved Dallas Cowboys, Dodgers and Lakers.



SASHA TALAMANTES
(08/10/15)
Corporate Sales Representative

Sasha has been with Prudential for 4 years. She is married and they have a beautiful 10 month old daughter, Arianna. Sasha enjoys running, baking, arts and crafts.

SAFETY CORNER



A MESSAGE ABOUT SAFETY...

The year 2019 has been another outstanding year of safety achievements for the Prudential Family. The Mesa Cleanroom and the Milpitas Cleanroom applied for OSHA's Voluntary Protection Program, and underwent OSHA's rigorous audit and inspection process. Both plants were successful and achieved certification! This achievement is certainly a testament to each plant's hard work and dedication to safety. Congratulations to these plants and their crews!

So, as the year wraps up, we would like to thank everyone for their continued commitment to safety, and have a wonderful time celebrating this holiday season with family and friends.

Happy Holidays from the Safety Department!



Mesa Team accepting the VPP flag at the ceremony.

PRUDENTIAL OVERALL SUPPLY RECEIVES VPP STAR SITE RECOGNITION FOR ITS MESA, AZ CLEANROOM FACILITY

The Arizona Division of Occupational Safety and Health (ADOSH) Consultation Department presented Prudential Overall Supply, with its "STAR Site" designation through the Voluntary Protection Program, "VPP" on June 12, 2019. Companies and jobsites that are awarded the STAR designation demonstrate exemplary and comprehensive safety and health management systems.

ADOSH held a VPP Ceremony at Prudential's Mesa, AZ cleanroom laundry processing plant where the location was awarded the STAR designation and presented with the VPP plaque and flag. During the ceremony, Brandon Stowell, Compliance Assistance Specialist Supervisor, spoke on the significance of a VPP achievement and its importance to the State of Arizona.

Prudential Awarded VPP

"This is the third time Prudential Overall Supply has been recognized with the STAR designation. It's so important for companies to receive this recognition because they become the model for top safety in the workplace," said Stowell. "Prudential Overall Supply really is a STAR site when it comes to factoring in the health and safety of every employee on the team."

VPP is the Occupational Safety and Health Administration's (OSHA) highest program of recognition across the United States. It recognizes employers and workers in private and federal workplaces who have exemplified effective safety and health management systems. On average a VPP Star worksite has a Days Away Restricted or Transferred (DART) case rate of 52% below the average for its industry.

To qualify for VPP status, employers must submit an application to OSHA, have at least three consecutive years of incident rates below industry average and undergo an onsite evaluation by a team of safety and health professionals. VPP participants and sites earning the "STAR Site" designation are re-evaluated every three to five years in order to remain in the program. VPP participants are exempt from OSHA programmed inspections while they maintain their VPP status.

Currently, only 47 Arizona companies out of more than 135,000 are VPP "Stars."









MILPITAS CLEANROOM SAFETY CELEBRATION FOR VPP GOALS WHERE ALL EMPLOYEES SIGNED OUR 2019 SAFETY GOALS!



CONGRATULATIONS ON VPP REACH STATUS FOR MILPITAS CLEANROOM!

Congrats!



SAFETY FIRST

Nashua New Hampshire Safety Committee has formed!

Front row, left to right
JACKELYN GARCIA (08/10/18) Laundry Worker,
EMMA CHAVIRA (07/25/18) Laundry Worker,
LUZ MORALES REYES (06/27/19) Laundry Worker,
MARGARITA HUILTRON (08/07/18) Laundry Worker,
PAUL GENDRON (08/06/18) Production Manager,

Back row, left to right
LARRIE CLARK (02/11/19) Maintenance Mechanic,
MARIA ESTHER GONZALEZ (08/14/18) Laundry Worker,
JONATHAN DENIS (02/17/14) Route Manager,
MATHEW BIRON (12/14/09) Route Manager,
JENNA TILTON (10/30/18) Stock Room Supervisor.

PSS TRAINING

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



Front row left to right:
JEFF MOORE (12/07/15)
Corporate Sales Representative
Colonial Heights Plant,

RICK GORDON (02/05/19)
Account Executive
Nashua Cleanroom Plant,

DEAN KILLION (03/06/95)
Senior Director of Sales
Corporate Office,

JASON JOHNSON (04/29/19)
Corporate Sales Representative
West Sacramento Service Center,

MICHAEL SMITH (02/18/19)
Corporate Sales Representative
Milpitas Industrial Plant,

Front row left to right cont.:
GARY METCALFE (04/15/19)
Account Executive
Milpitas Cleanroom Plant,

MARK CRESPIN (07/08/19)
Corporate Sales Representative
Denver Service Center,

Back row left to right:
BILL EVANS (08/20/07)
District Sales Manager
Corporate Office,

FRANK RICH (01/29/90)
District Sales Manager
Corporate Office.







PSS SESSION #28



OMNIA PARTNERS CONNECT CONFERENCE

Left to right: **ASHLEY CARROLL** (05/14/07) *Key Account Manager and Marketing Projects,* and **SAM ROSS** (03/20/00) *Senior National Account Executive,* getting to see the sights of Nashville at the OMNIA Partners Connect Conference. We are proud to be supplier partners.





THANK YOU TO EVERYONE WHO STOPPED BY OUR BOOTH AT SEMICON WEST IN SAN FRANCISCO JULY 2019!

HACCP TRAINING





Thanks for the training support Duane and Dianne! And, thanks to the Riverside Plant team for helping facilitate the event!

Team, this was a customer contact - former employee at the customer who now has a HACCP (Hazard Analysis and Critical Control Point) training program business.

Prudential helped facilitate the training at our location.



We wanted to take a moment to personally thank you for being a part of our extended Lazy Dog Family and for being an integral part of our 3rd annual Leadership Summit!

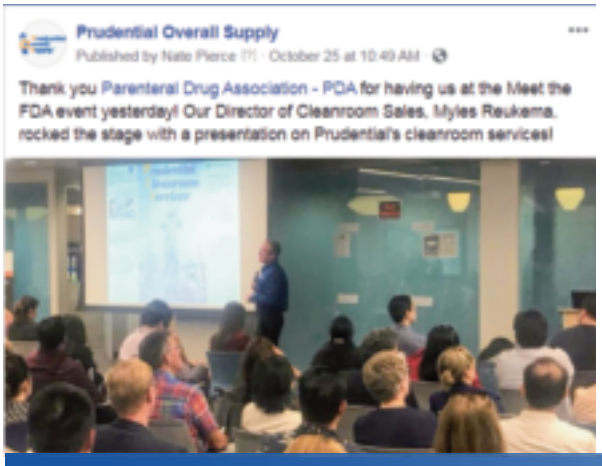
Being amongst the vines in Sonoma and sharing your company, stories and visions are what our Summit is all about. Without the support of our Vendor Partners, General Managers, Executive Chef's and Home Office team, we achieve nothing. Together, we make Lazy Dog what it is today; a brand centered on memories + experiences that are based on genuine hospitality and keeping the focus on the people.

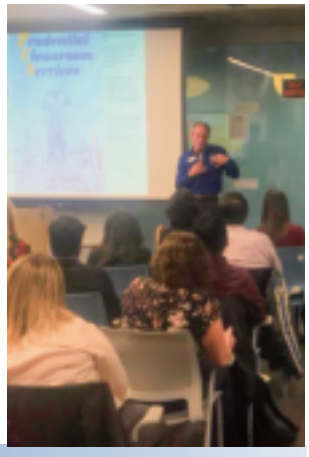
"The people make the party" and we are so very glad you were able to join ours this year! Thank you for your continued dedication to excellence! We look forward to reuniting with you next year and creating more memories together!

The Summit Team

www.lazydogrestaurants.com

3RD ANNUAL LEADERSHIP SUMMIT!



MYLES REUKEMA (01/05/04) DIRECTOR OF CLEANROOM SALES PRESENTS AT PDA

LEADERSHIP CHANGES

PRUDENTIAL OVERALL SUPPLY ANNOUNCES LEADERSHIP TRANSITION TO THIRD GENERATION CEO



Left to Right:
CHRIS WELCH (12/14/95) *President*
DAN CLARK (09/23/68) *Chairman of the Board*
JOHN CLARK (08/31/09) *Chief Executive Officer*

Prudential Overall Supply, an industry leader in reusable image work apparel and related textiles, announced a leadership transition.

Long time Company President, Tom Watts will retire at the end of this year. Company Chairman of the Board and CEO, Dan Clark continues on as Chairman of the Board. John Clark, son of Dan Clark and third generation family member will assume the CEO position. Chris Welch will be promoted to the position of President from his current role as VP of Operations.

The following letter from Dan Clark was released to all Prudential employees:

"I am excited to announce that Prudential is preparing to start a new era in our history. At the end of 2019 we will see a transition in the leadership of the organization that we know will prepare us for continued success for many years to come.

After 20 years as President and 44 years with the company, Tom Watts will retire at the end of 2019. We are happy to say he will remain on Prudential's Board of Directors. Tom has achieved outstanding growth during his term and led the company in the way I envisioned. He will be missed.

I will maintain my current status with the company as the Chairman of the Board and continue to follow my passion for the business by conducting Customer Visitations, riding routes, and spending time in the plants with our employees, as well as monitoring the progress of the company's executive teams.

Dan Clark will turn over his CEO role to John Clark and help him assume his leadership of the company. He think that he is well prepared for this new assignment and he shares his same enthusiasm for the company, our employees and our future.

Chris Welch will assume the duties of the President after Tom hands over the reins in January. In the last 23 years, Chris has proven to be more than capable to lead the operations of the company into the future.

We know that each of these gentlemen will continue to guide the company to new levels of success and we all look forward to the exciting times ahead."

Dan Clark, Chairman of the Board

Congratulations John & Chris!

CHRIS WELCH

12/14/95	MPTP	Vista
06/30/97	Route Manager	Vista
07/21/97	Sales & Service Manager	Albuquerque
06/07/99	General Manager	Albuquerque
01/05/04	General Manager, CR	Los Angeles
11/22/10	Regional Manager	Corporate
12/12/16	VP Industrial Operations	Corporate
01/20/20	President	Corporate

DAN CLARK

09/23/68	Management Trainee	Chula Vista
07/13/70	Reg. Driver Salesman	Chula Vista
05/13/71	Management Trainee	Corporate
05/01/72	Assistant to the President	Corporate
07/31/72	General Manager	Riverside
07/29/74	Vice President	Corporate
01/16/78	Exec VP Operations	Corporate
08/03/84	President	Corporate
08/14/89	Chairman of the Board	Corporate

JOHN CLARK

05/15/06	Business System Analyst	Corporate
08/20/07	ABS Specialist	Corporate
08/31/09	Management Trainee	Riverside
01/04/10	Sales & Service Manager	Riverside
01/03/10	General Manager Trainee	Corporate
03/28/11	General Manager	Irvine
01/05/15	Regional Manager	Corporate
01/20/20	Chief Executive Officer	Corporate

OUR LEADERSHIP TEAM

2019 EXECUTIVE GROUP



Front Row Left to Right:
BOB CONNOLLY (10/06/97) *VP HR & Pers Dev,* **JOHN CLARK** (08/31/09) *CEO,* **JOHN THOMPSON** (02/16/93) *Executive Vice President,* **DAN CLARK** (09/23/68) *Chairman of the Board,* **MARC O'LEARY** (12/07/77) *VP of Cleanroom Operations,* **JEFF NELSON** (08/08/89) *Regional Manager,*

Back Row Left to Right:
JERRY MARTIN (04/20/92) *VP of Sales & Marketing,* **STEFAN SCHURTER** (10/26/92) *Senior Vice President,* **CHRIS WELCH** (12/14/95) *President,* **TOM WATTS** (09/08/75) *Board Member,* **JON LOCKE** (08/09/04) *Regional Manager.*

2019 GENERAL MANAGERS



Front Row Left to Right:
SANDRA LIEU (07/11/11) *Los Angeles Cleanroom Plant,* **MARK WILLIS** (08/09/04) *Los Angeles Industrial Plant,* **CHRIS FRANCO** (02/14/11) *Fresno Plant,* **JAIME MIRAMONTES** (09/25/06) *Irvine Plant,* **DANA MCCALLISTER** (06/20/16) *Austin Cleanroom Plant,* **BRAD SCHACHERL** (05/07/12) *Nashua Cleanroom Plant,* **JOSH MILLER** (09/12/11) *Milpitas Cleanroom Plant,* **MICAH ELBERSON** (12/03/01) *Milpitas Plant,* **ROSA VASQUEZ** (01/28/08) *Riverside Plant,*

Back Row Left to Right:
JUAN JOHNSON (01/26/98) *Mesa Cleanroom Plant,* **STEVE DILEO** (06/30/17) *Richmond Cleanroom Plant,* **MARK ELBERSON** (02/16/88) *Vista Plant,* **MITCH CUMMINS** (07/21/80) *Tucson Plant,* **DAVID RUIZ** (10/20/14) *Distribution Center,* **MIKE NIX** (08/08/16) *Colonial Heights Plant,* **MIKE WALL** (10/18/10) *Carson Plant,* **JAKE MOORE** (08/31/15) *Portland Cleanroom Plant,* **STEVE DALLEY** (07/22/13) *Phoenix Plant.*
Not Pictured: **NIRAN ETLANTUS** (05/26/15) *Albuquerque Plant.*

NEW ASSIGNMENTS & PROMOTIONS ...

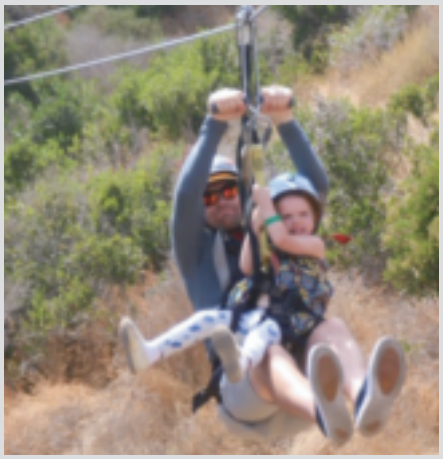


JOHN CLARK (08/31/09)
Chief Executive Officer

Dan's email might be a shock for you. Its gravity is still settling for me. Taking responsibility for 1,852 people's professional wellbeing is no easy task. For the last 12 years I've worked for Prudential in many different jobs. I've come to respect what this company has achieved. I hope you trust me that I plan on continuing Prudential's tradition of trying to be a company that respects its employees, operates in an honest fashion, and grows. To continue this tradition, I feel a strong desire to make Prudential better. My door is open, my phone number is available to all. Please don't hesitate to contact me and share how we can make Prudential a better company for both you and our customers. All the best.



Hiking the Sierras.



John zip lining with his four year old daughter Everly who has no fear.



Rocking out at a concert in the park.



Dan and Laurel Clark with their children and their spouses L-R: Anna with her husband Kevin, Carrie with her husband Nick, and John with his wife Amanda.



4th of July festivities in the street. L-R: Everly, John, Bronson, Amanda, and Camden Clark.



CHRIS WELCH (12/14/95)
President

We are pleased to announce that Chris Welch has accepted the assignment as Prudential Overall Supply's next President effective January 20, 2020. Chris will be Prudential's sixth President and the third non-Clark family member President.

Chris has served Prudential for the past 23 years in multiple capacities: He started with the Company as an MPTP (Management Potential Training Program) in December 1995 at the Company's Vista, CA location. Chris was then promoted to Route Manager at this location. Chris then relocated to the Albuquerque, NM location in July 1997 as a Sales & Service Manager. Chris became a General Manager at this location in June 1999. In January 2004, Chris relocated to the Los Angeles, CA cleanroom location as General Manager. Later, Chris assumed the dual responsibility as the General Manager at the Los Angeles industrial location. Chris was promoted to Regional Manager in November 2010, and then to Vice President of Industrial Operations in December 2016 prior to becoming Prudential's sixth President.

Prior to joining Prudential, Chris received his Bachelor's Degree from the University California San Diego. While working for Prudential, Chris earned his MBA from the University of New Mexico utilizing the Company's tuition reimbursement program.

Chris has been married to his wife Tricia since 1997, and they have two children together; son, Johnathan (20) and daughter, Kyra (16).

With his educational background, continual success at all levels of plant operations, and a history of challenging the organization in ways to improve our effectiveness; we know that Chris will advance the Company to be a well-run, national provider in the business to business services marketplace. We wish him well leading Prudential, so the Company can achieve new heights!



Chris grew up on a farm on the Big Island of Hawaii.



Promotion from the Albuquerque General Manager position to the General Manager of the Los Angeles Cleanroom Plant.



Chris with his Dad at the 2016 MLB All-Star game in San Diego, CA.



Chris with his family at the 2019 Arizona State University parent weekend football game.



Chris and his wife Tricia enjoying the Prudential NASCAR race in Fontana, CA cheering our #3 car on the raceway.

NEW ASSIGNMENTS & PROMOTIONS ...



ROSA VASQUEZ
(01/28/08)
General Manager

We're excited to announce that Rosa Vasquez has agreed to transfer to the Riverside plant and utilize her many talents as a General Manager in that location. Rosa has been the GM in our Milpitas, California plant for the past few years and has been instrumental in developing a great team there and making fantastic progress in our Northern California market. She brings excellent leadership qualities and a work ethic that sets the finest example wherever she goes. We know her strong desire to help her teams be more successful will carry over to the already solid teams in Riverside, Indio and Las Vegas.



MICAH ELBERSON
(12/03/01)
General Manager

We are happy to announce that Micah Elberson has agreed to accept the position of General Manager at our Milpitas Industrial plant! Micah is a third generation Prudential employee: His grandfather worked at the Cerritos dust control plant; his father (Mark Elberson) has worked at just about every other plant besides Cerritos, and is currently the General Manager at our Vista facility. Micah's first job at Prudential was part-time during the summer painting the Moorpark plant. He started his official career as a CSR in Riverside in 2001 and since then has been promoted to: Sales & Service Representative; Route Manager; Sales & Service Manager; and most recently the Assistant General Manager at the Moorpark service center. Micah has done a fantastic job at Moorpark, both demonstrating strong leadership and growing the revenue line. We are excited to see Micah take this next step in his career with Prudential and know that he will do well in his new position.



NIRAN ETLANTUS
(05/26/15)
General Manager

Niran Etlantus has agreed to accept the position of General Manager at our Albuquerque Industrial plant! Niran joined Prudential as a Corporate Sales Representative in Albuquerque in May of 2015 before being promoted to Plant Manager in January of 2018. Niran is happily married to his beautiful wife of 11 years-Caitlin. Together they have three daughters: Izzabelle, Eden, and Adelyn. Although he doesn't quite qualify as a "native" New Mexican, he has lived in the state for over 30 years and with his background in restaurant management, he has acquired a great affection for chile (both green & red) as well as the proper consumption of a Sopapilla. When he's not at work he enjoys hiking, cooking, golfing, and rooting for his San Francisco 49ers. Niran has done a great job as the Plant Manager of Albuquerque, both demonstrating continuous improvement of the operation and improving the financial results. We are excited to see Niran take this next step in his career with Prudential and know that he will do well in his new position.



CAMERON BATES (03/05/12)
Assistant General Manager
Cameron Bates has accepted the AGM position at P50/54/55 in Austin, TX! Cameron will assume the duties as AGM at the end of July, overseeing the industrial and cleanroom service operations in Austin (P50) and the plants Service Centers located in San Antonio, TX (P55) and St Louis, MO (P54). We're excited to have Cameron join our team and to continue his upward career path! Cameron started his Prudential career in 2012 as an Utility CSR and quickly earned his own route. After excelling on the route for two years he was promoted to Route Manager. In June of 2017, Cameron was promoted to Sales and Service Manager where he has excelled and has constantly been ranked at the top of SSM ranking reports every year! On any given weekend you can catch Cameron playing Texas Hold'em, going to Dodger games or tailgating and rooting for his LA Rams. CONGRATULATIONS CAMERON!



JEFF KEMP (05/19/14)
Assistant General Manager
Please join us in congratulating Jeff Kemp on his promotion to Assistant General Manager of Moorpark P17! The greater Moorpark/ Fresno/Sacramento team is excited to have someone with Jeff's talents and abilities fill this critical leadership role. Jeff is a graduate of Arizona State University with a degree in Political Science and shows that Sun Devil pride (forks up!). He has been with Prudential Overall Supply for 5 years, and started his career as an MPTP. His most recent assignment has been Sales & Service Manager in our Los Angeles branch, under the leadership of Mark Willis where he earned the SSM of the year award in 2017. With his track record of excellence, the MoorFresMento team is excited to provide the next step in his POS career. When he is not working, Jeff loves spending time with his family and exploring all that SoCal has to offer. Congratulations Jeff!



SERGIO LOPEZ (07/24/06)
Assistant General Manager
We are pleased to announce the promotion of Sergio Lopez as the Assistant General Manager position of Colonial Heights, Va. Sergio brings a vast array of experience with Prudential Overall Supply since 2006. Sergio has been a Route Manager and a Sales & Service Manager including being SSM of the year twice for POS. Sergio has been in the industry for 40 years and will be instrumental in mentoring and coaching our team to the next level.
Born and raised in southern California and a diehard Trojan fan, Sergio has been married for 34 years. He has 5 children: a son who is currently an officer in the US Navy and 4 daughters who he is proud are all college graduates, and one daughter is pursuing her post graduate degree at the Univ. of Southern California. Obviously, she is his favorite. In addition, Sergio has 5 grandchildren and one more on the way in November. Sergio enjoys traveling, especially to Europe, and also loves the L.A. Dodgers. This will be Sergio's second assignment on the east coast and we are excited to have his many years of experience to help us achieve our operational goals for many years to come. It is with great pleasure that we welcome Sergio back to Virginia!



KELLY TRAN (01/04/16)
Assistant General Manager
We are happy to announce the promotion of Kelly Tran to Assistant General Manager at the Milpitas Cleanroom (P10). Kelly started her career at Prudential in 2015 as a MPTP (Management Trainee). Through the excellent training and guidance of Sandra Marts and the LA Cleanroom team she was promoted to Sales and Service Manager in 2016. She has excelled as a Sales and Service Manager and she is ready to take the next step as an Assistant General Manager. Kelly grew up in San Diego and graduated from CSUSB (Cal State San Bernardino) with a Bachelor's degree in Kinesiology. When Kelly is not working she enjoys hiking and going to the beach with family and friends. Kelly also enjoys traveling, and the trip she enjoyed the most was a solo trip to Iceland! Kelly will not be alone in her move to the Bay Area, her 2 cats Wednesday and Lumi will be making the move as well. Kelly is excited to join the Milpitas Cleanroom team, and she is looking forward to the new challenge.



MICHELLE GARNER (12/12/16)
Assistant General Manager
Please join us in welcoming Michelle to the Portland Team as our new Assistant General Manager. Michelle started with Prudential in 2016, and has contributed in positions as a Sales and Service Manager and Plant Manager at one of the largest industrial operations in the company. We are excited for her to utilize this experience and skill set as we establish our industrial presence in the Pacific North West. Michelle is a Southern California native that enjoys hiking and kayaking with her family, she is also preparing to participate in a mud run. She has been married 4 years with 2 children Dakota 10 & Justin 15. Welcome to Portland!

Congrats!



VINCE VILLAFAN (12/04/17)
Assistant General Manager
Please help us in congratulating Vince Villafan in his promotion to Assistant General Manager of Industrial Operations at the Nashua Plant. Vince is currently a Sales and Service Manager in Carson under the tutiledge of GM Mike Wall. Before joining Prudential, Vince worked in the industrial laundry world for a competitor and also worked in real estate. Vince is a bit of a foodie and enjoys going to celebrity chef restaurants and trying their different dishes. In his downtime, Vince enjoys working out and watching different documentaries. He is a Laker and Dodger fan moving to the heart of Celtic and Red Sox country. Vince will report to Nashua in November and will be instrumental in helping to launch Prudential's industrial operations into its newest market. Congratulations Vince and welcome to the Nashua team!
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NEW ASSIGNMENTS & PROMOTIONS ...



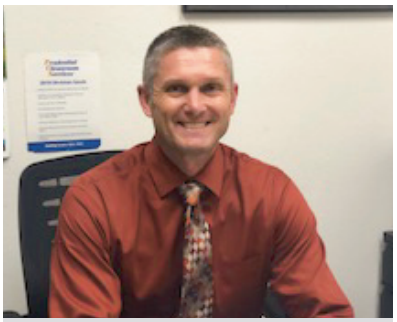
PATRICK GILMER (06/05/17)
Sales & Service Manager
Please join us in congratulating Patrick Gilmer on his promotion to Sales & Service Manager at Riverside! Patrick has been with Prudential since 2017 when he started as a Utility CSR then was promoted to Route Manager in August of 2018.
Patrick and his wife Lily have two beautiful kids Eli who is 5 years old and daughter Alina who is 18 months. Patrick very jokingly states his daughter Alina is already giving him grey hair and she is only 18 months. In his spare time Patrick enjoys spending time with family, going to sporting events, amusement parks, and playing basketball. His favorite sports teams are the Lakers, Dodgers and the Philadelphia Eagles.



DONALD RAZIM (12/03/18)
Sales & Service Manager
Donald began at Carson on December 3rd, 2018 as a Route Manager. Over the past year Donald has proven his worth, dedicating himself to the Carson team and Prudential's customers. Prior to Prudential, Donald served as a Marine Corps Military Policeman. He also earned his Bachelor's degree in Criminal Justice during his time in the Service. He enjoys several hobbies, which include physical fitness, and playing guitar (Probably Guitar Hero). He enjoys spending all of his free time with his wife of 11 years, Yanira. Who I am told is the love of his life and best friend. They have two wild and crazy boys, Jake(4) and Joey (1), that always keep them on the go. A Chicago native, Donald is a life-long Bears, Bulls, Blackhawks, and White Sox fan.



JEFF STUCKLY (09/28/09)
Sales & Service Manager
Please join us in congratulating Jeff Stuckly as he has accepted the Plant Manager position at P50/P54/P55 in Austin, TX. Jeff started his career with Prudential in 2009 as a Customer Service Representative at Plant 50. In 2011 Jeff was promoted to Route Manager, during Jeff's time as a Route Manager he took on additional responsibility and helped develop new members of the team. In 2016 Jeff took on the role as Sales and Service Manager of the Cleanroom Division at Plant 50. In Jeff's spare time you can find him hunting and fishing or rooting on his Texas Longhorn's and Dallas Cowboy's. Jeff also loves spending time with his 8 year old twins Bryson and Alyssa age 8.



ADAM REED (10/22/19)
Sales & Service Cleanroom Manager
Please join us in welcoming the newest addition to the Austin Team as Sales & Service Cleanroom Manager, Adam Reed. Adam worked, Route sales for 10 years in another industry, and recently an Area Field Manager for U-Haul for 6 years before joining Prudential. Adam, originally from Kansas, has been married for 14 years, to his wife Lyndsey. He enjoys spending time with his two sons Dash (10) and Ransom (9) who are very active in the Cub Scouts and Basketball. In his free time Adam enjoys hiking, playing basketball, working out and cheering on the Kansas Jayhawks. We are excited to have Adam on our team and look forward to seeing him progress in his new role!



DUMAKA MCQUEEN (12/05/15)
Sales & Service Manager
Please congratulate Dumaka McQueen on his promotion to Sales & Service Manager in Colonial Heights! Dumaka earned a Bachelor's of Science degree in Biology from Virginia Commonwealth University in 2001. Dumaka has been in the industry since 2004 as a Customer Sales Representative. He earned the 1932 club award last year for his superior salesmanship and has been a steady and reliable member of our service team. Due to these efforts, Dumaka has been the route manager in Colonial Heights for the past 11 months and has continued to show his dedication to the company through his commitment to customers, employees and work ethic. Dumaka plans on getting married soon to his fiancé Eboni and has three children (15, 8 and 6 years of age).



AARON PENA (05/18/15)
Sales & Service Manager
Aaron has accepted the promotion as Sales & Service Manager at Commerce Industrial. Aaron came to Prudential in 2015 with a background in logistics. He began his career with us as a Relief CSR and quickly escalated to Route Manager. Aaron has done a phenomenal job in managing safety meetings, PACE, route efficiency and customer service. He will assume his duties immediately overseeing District three. In Aaron's homelife, he enjoys watching his son Jacob's club volleyball games and his daughter Brianna's soccer games. He has been married to his wife Geanay for six years, but have been together for over twenty. Born and raised in L.A. it is not a surprise he is a huge fan of the Dodgers, Lakers, Kings and Trojans. Aaron has been an asset in Commerce from the first day he walked through the door.



JOSEPH ROMANI (09/23/19)
Sales & Service Manager
Pease welcome Joe who joined Prudential's Milpitas Cleanroom Plant as a Sales & Service Manager. He brings almost 20 years of working in the semiconductor industry to the Prudential team. Joe is married to Holly and they have an 18 year old daughter, Bella. He enjoys watching his daughter play softball for her college, visiting the coastal beaches and playing cards with friends and family. He has also been playing Fantasy Football for the past 20+ years, which has made it difficult to follow just one team, so he just follows them all.

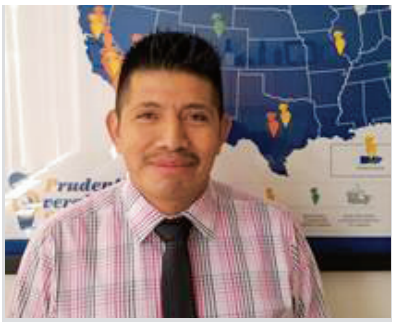
Congrats on your new position!!



VINCENT "VINNY" MASSUA (10/02/19)
Plant Manager
Please help us in welcoming Vincent "Vinny" Massua to the Prudential family as the new Plant Manager in Nashua. Vinny is a New England native and has been in Plant Management for a hi-tech vacuum furnace manufacturer for 40+years. He and his wife of 36 years, Laura, have 3 adult sons. We're pretty sure this is sacrilegious in the Boston area, but Vinny couldn't care less about sports. However, he does enjoy classic cars, especially 1972 Cadi's and he and Laura enjoy frequenting the local eating establishments. Welcome to the Nashua team Vinny!



JEFF GAEDKE (08/26/19)
Plant Manager
Please welcome Jeff Gaedke as an addition to our P45 team as Plant Manager! Jeff comes to us with 31 years experience in Industrial Laundry on both the production and sales and service sides and has worked virtual every position in the industry. He was looking for a culture that Prudential is known for and we are very excited to have him on our team. While not a native Jeff has been in New Mexico for over 45 years. In his spare time Jeff enjoys water skiing, downhill skiing and golf. He has been happily married to his wife Cheryl for 28 years. His son Andy Graduated from Cal Poly and lives in the Bay Area (but is still an avid Cowboys fan like the rest of his family) and his Daughter Brandi lives in Albuquerque with his Granddaughter Kailyn. Jeff enjoys rooting for his Dallas Cowboys during the football season.



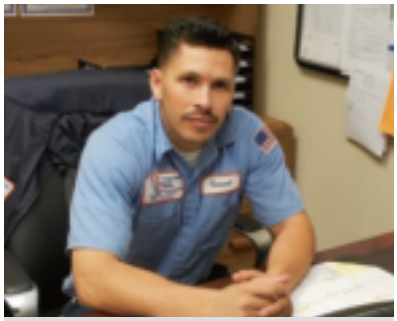
FERNANDO LOPEZ (09/20/13)
Assistant Plant Manager
Please join us in congratulating Fernando Lopez on the promotion to Assistant Plant Manager in Portland. Fernando has been with Prudential for over 5 years and has excelled in roles such as washer, CSvR, Route Manager, and Production Manager. He has a positive and energetic approach to work that keeps our plant motivated and working hard. In his free time he enjoys visiting the Oregon coast with his family, playing the keyboard at his Church, and running circles around the other players in his soccer league.



JACOB PERRY (08/27/18)
Route Manager
Please join us in congratulating Jacob Perry in his promotion to Route Manager at the Riverside plant! Jacob joined Prudential as a relief CSR in Irvine in August of 2018 where he excelled and in December of the same year was assigned to a route where he is doing very well. Jacob earned his degree from The Art Institute of CA-Inland Empire in Retail Management and Marketing. In his spare time he enjoys spending time with his beautiful girlfriend Karina enjoying the different restaurants the South Bay has to offer. They also enjoy spending time at their favorite amusement park which is Disneyland and they try to get out there as often as they can. When he is not with Karina, Jacob enjoys watching MMA boxing and making music with his family.

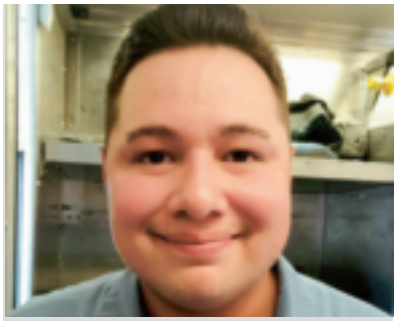


KYLE WATERS (09/15/14)
Route Manager
Please help us in congratulating Kyle Waters on his recent promotion to Route Manager for our Duncan, SC Service Center. Kyle has been with POS for almost 5 years and excelled as a CSR out of our Carson plant achieving the John D. Clark award, President's Club and 1932 Club award. Kyle transferred to the east coast in April of this year. Kyle is married to his high school sweetheart and they have a son named Jaxson. Kyle enjoys spending time with family and playing golf. Congratulations Kyle on taking this well-deserved next step in your career!



ISRAEL BOJORQUEZ (07/23/18)
Route Manager
Please join us in congratulating Israel Bojorquez on his recent promotion to Route Manager at the Moorpark Service Center. Israel joined Prudential in July of 2018 as a CSR and immediately stood out as a key member of the team. His mental toughness, adaptability, and willingness to take initiative are the ingredients to his success. These attributes will serve him well in his new role. Away from work, Israel enjoys spending time with his two daughters Isabela (14) and Valeria (12). On weekends, you may find him behind a microphone with guitar in hand playing Tejano music with his band Los Pillares. When the tour dates are announced, we will send the invite... Congratulations Israel! We are excited to see your next chapter with Prudential!.

We know you will do great!



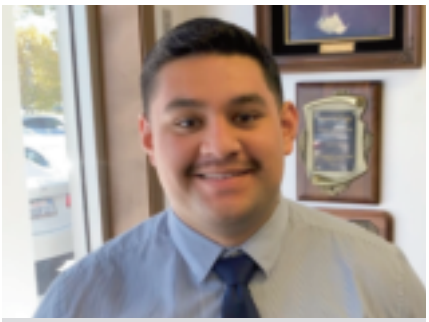
JEREMIAH SILVA (02/11/19)
Route Manger
Please help us in congratulating Jeremiah Silva on his recent Promotion to Route Manger here at the Albuquerque Plant! Jeremiah joined Prudential as a CSR in January of 2019 and has excelled in that role. He is now being given the opportunity to be a route manager due to his proven ability to lead, hard work and dedication. Jeremiah will have been married to his amazing wife, Stephanie, for 4 years come October. In their spare time, they love going out to movies, reading, bowling and playing board games. Jeremiah has enjoyed working with the staff around him and is excited to continue his career and learn more in this next step, and we are very excited to have him..

NEW ASSIGNMENTS & PROMOTIONS ...



KRISTIN RENNEGARBE (06/29/09) ***Associate QA Manager***
We would like to take this moment to announce our new Associate QA Manager here at Corporate. Everyone, please help us congratulate Kristin Rennegarbe in her new role. Kristin started her career with Prudential 10 years ago and has excelled in many positions which include: Office Clerk, Office Manager, QA Technician and QA Supervisor. Kristin is a Cal State Fullerton graduate where she received her Bachelor of Arts degree. Kristin comes from the first Industrial-only operations in Riverside, CA that received ISO 9001 certification where she assisted in the implementation process of Prudential's Quality Management System. Kristin has the level of quality (no pun intended) and skillset to succeed in this position. Kristin has worked tremendously hard at fine tuning her ongoing knowledge and experience in quality assurance, as well as, widening her bandwidth by mentoring/coaching others on Prudential's Quality Management System in the Industrial Division. For those of you that do not know Kristin on a personal level, she enjoys watching movies, reading, spending time with her family and lastly, is a diehard Dodgers fan (where she emphasized "GO L.A!!" this morning) and we're certain Kristin has not missed a Dodger game on television or live. Kristin commented "I am very happy and excited for this opportunity to work in the Corporate QA Department." Well Kristin... We are very excited for to have you! Prudential looks forward to your ongoing professional development and future growth. Congratulations from all of us in your new role!

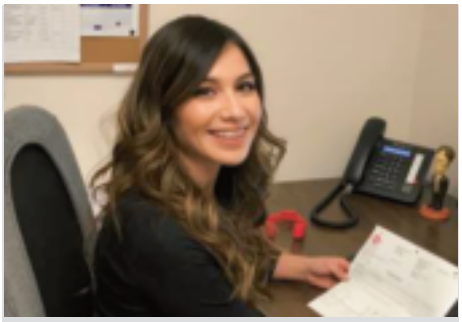
Congrats on your new position!!



LUIS FIGUEROA (08/02/19)
QA Supervisor
Please join us in welcoming the newest addition to the Irvine Team, Luis Figueroa Luis has been hired to be our QA Supervisor. Luis is currently attending Cal State Long Beach where he is majoring in accounting and will be graduating in June 2020. Prior to joining Prudential, he was the bread department lead at 85 degrees in Buena Park where he helped maintain high quality standards through training and testing of new procedures. In his spare time, Luis enjoys watching his favorite sports teams, the Dallas Cowboys & Los Angeles Lakers, and having the occasional bowling or poker night with his friends. We are excited to have Luis on our team and look forward to seeing him progress in his new role!



CONRAD JUNSAY (05/06/19)
QA Supervisor
Please join us in welcoming Conrad Junsay as the QA Supervisor at the Milpitas Cleanroom. Before joining Prudential, Conrad worked in the medical device start-up industry; he has held positions in Manufacturing, R&D, and Quality. Conrad loves the Bay Area because of its diverse cultures and all its sports teams. Conrad volunteers in the community by performing service at his local church helping out the youth. In his spare time, Conrad likes to spend time with his family by going out to local eateries, taking scenic drives and taking walks on the beach with his French bulldog, Sultan. His favorite past-time is spending good old fashion quality time with his wife and daughter, Samantha in Lake Tahoe during the winter season. Conrad enjoys working out at the gym as well as making new acquaintances.



PRISCILLA HERNANDEZ (03/28/16)
Quality Assurance Supervisor Congratulations Priscilla Hernandez on becoming the Quality Assurance Supervisor at LA Cleanroom! Priscilla started at P05 LA Industrial as a production employee and was promoted to office clerk at P04 Carson Industrial. When Industrial adopted the ISO Quality Management System, Priscilla became the QA Supervisor at P06 Irvine Industrial. With her desire to learn and grow with Prudential, Priscilla decided to transition to the Cleanroom Division. She will officially start her role as QA Supervisor at P15 on 08/19/19. In her personal time, Priscilla enjoys being out in the wilderness doing activities such as backpacking and hiking. She has made trips to the John Muir Trail, Sequoia and Kings Canyon, Sedona, Zion National Park, Olympic National Forest, Wenatchee National Forest, and Glacier National Park. She is currently taking advantage of our tuition reimbursement program and is attending Cypress College, working on a degree in Engineering.



JANILL COLLADO (06/15/18)
Quality Assurance
Janill started at Prudential Cleanroom Services Nashua Plant on 06/15/2018. Since Janill started, she has gained experience by working in the following departments soil sort, folding, distribution, sterile, wet room, stockroom, warehouse, and QA Backup. Janill is from the Dominican Republic and moved to the United States in May of 2018. While in the Dominican Republic, Janill attended college where she studied law. Since coming to the United States, Janill has quickly taught herself to speak and read English. She is currently taking advantage of our tuition reimbursement program and is attending Nashua Community College where she is focusing her studies on Business Management. Prudential Cleanroom Services is Janill's first job here in the United States and in her words, it will be her last as she fully intends to stay with us until she retires.



COVIAN LANIER, SR. (10/09/19)
Production Manager
Please help us in welcoming Covian Lanier Sr. to the Prudential family as the new Production Manager in Richmond, VA. Covian lives in the Richmond area with his wife of 20 years and four sons. As an avid basketball fan he follows the Florida Gators, Georgetown Hoyas, Indiana Pacers as well as coaches basketball in his spare time. Covian comes to us from the Virginia Home for Boys and Girls where he worked as a Behavior Specialist and now he will be joining out team as the Production Manager for the newly formed 2nd shift.



KEVIN CALLAHAN (09/18/17)
Production Manager
Please join us in welcoming Kevin Callahan as the new Production Manager at the Richmond Cleanroom. Kevin has been with Prudential for two years as a Route Manager where in that role he help set up and maintain the fleet maintenance and ELD programs. He has also been the go to person on the East Coast for transportation and shuttle needs managing all things fleet related. Kevin came to Prudential with over 21 years of management experience in a variety of roles building and leading teams as large as 200 people. In his free time, he likes to read, spend time with his wife and 3 kids and just enjoying all that life has to offer. Please welcome Kevin, we are excited to have him at Richmond and especially fortunate that he has accepted the new position as the Production Manager.



CHRISTINE SCHURTER (06/24/19)
IT Analyst
We are pleased to announce a new team member to the Information Technology group. Christine Schurter has accepted the position of IT Analyst. She will report to Karen Truax, Director of IT. Christine earned her Bachelor of Science Degree in Food and Nutrition from Cal Poly Pomona (go Bronco's) and her Master of Science Degree in Nutrition Science from Cal State Long Beach (go 49er's). Recently Christine has served in Sales and Sales Management in the retail furniture industry. When not working Christine enjoys traveling, exercising, cooking and playing the violin. Please join me in welcoming Christine to the Prudential team.



DINA EIDINGER (04/29/19)
Fleet Administrator
Dina brings a wealth of information regarding fleet compliance Her fleet operations experience in the bus transportation industry will help us to be compliant with all of the required documents for our drivers. She oversaw the bus operations for the shuttle buses at UCLA, John Wayne airport, Cal Poly Pomona as well as some tour bus operations. Her knowledge of the transportation industry will help us comply with all of the federal and state DOT requirements. Along with her duties pertaining to the new hire driver process and compliance with the DOT regulations she will help to generation the reports need to maintain the fleet. Dina is married and has three boys and a grandchild. She and her husband grew up and went to school in Downey, California. She enjoys country music and is an avid baseball fan.



VALERIA AREVALO (07/09/18)
Office Manager
Please join us in congratulating Valeria on her promotion to Office Manager in Portland. Valeria started with Prudential in production in 2018 and quickly became production supervisor where she has proved her dedication and hard work. She enjoys sharing time with her family, eating at different restaurants, and traveling to learn from different cultures. So far she has been to Hawaii, California, Florida, Nevada, Arizona, Utah, Seattle, and four countries with Europe up next.



CARLOS PANIAGUA (08/05/19)
Office Manager
Please welcome Fresno's new office Manager-Carlos Paniagua. Carlos moved from LA to the Central Valley early on in life, realizing that traffic and smog were not for him. Outside of work he enjoys online gaming, music on vinyl, a trip to the movies, as well as camping and fishing. Welcome Carlos, we look forward to watching your career at Prudential Overall Supply!



GARY METCALFE (04/15/19)
Account Executive
Gary Metcalfe joined Milpitas Cleanroom Plant as an Account Executive. Gary comes from a strong background in sales and entertainment that spans over 20 years! Gary was born, raised and STILL lives in San Francisco. Gary is married to Frances for 18 years. He has two handsome sons Uziah (19), who is a Cadet for the San Francisco Police Department, student, and possibly a future United States Marine, and Dexter (7) who loves his Fortnite, Roblox, and BeyBlades. Gary's hobbies include but are not limited to DJing, hanging out with his family, and watching his SF Giants, SF 49ers and Golden State Warriors!



CALVIN STAMPER (09/09/19)
Account Executive
Please join us in welcoming Calvin Stamper as an Account Executive to our Hillsboro Team. Calvin joins us with many years' experience as an Account Executive 16 in total and five of those years selling textiles and services. Calvin and his wife (and best friend) love to go fishing, crabbing, and spending time in the outdoors. They have 7 kids ages 26-35, and 15 grandkids (ages 3-16) that they love spending time outdoors with every chance they get. Once in a while Calvin will play a game of poor or go bowling, but just loves to enjoy life.

CUSTOMER TESTIMONIALS - MAILBAG



"WHAT PEOPLE ARE SAYING"

Subject: OUTSTANDING SERVICE!!

Francisco,

I have dealt with MANY companies in my business life-time and a lot of them SAY they have "GREAT CUSTOMER SERVICE", BUT Prudential Overall Supply "HAS" outstanding customer service. You and your wonderful team have gone ABOVE AND BEYOND for us and I just wanted to say THANK YOU!!!! Roger is a VERY, VERY important asset to your team and deserves to be acknowledged for all his hard work to keep his customer's happy.

THANK YOU VERY MUCH!!

Charles Herrera
Operations Manager

POPSALOT
www.Popsalot.com

ROGER BALDIVIEZ (05/12/04) *Customer Sales Representative, Los Angeles Industrial Plant*
BTW THEIR POPCORN IS DELICIOUS!

REMARKABLE EMPLOYEE

"I spoke with Christian today our delivery driver, first and foremost the man is a walking book of knowledge on the subject of our coats and shared much knowledge of the process. I started taking the receipts today as I was not aware they were set up per account # and building, I originally thought they were all lumped into one. He explained the whole process and how to recognize when a coat has residual value and that it would be replaced, explained restocking FEE etc. I would like for him to be somehow recognized through PRUDENTIAL for his commitment to his job and his professional manor and for being a remarkable employee. Thank you."

- Walter L Lacey

TB08 AFTERMARKET LEAD
BAE SYSTEMS, HURON CAMPUS

CHRISTIAN A. ESCOBAR (01/05/18) *Customer Service Representative, Nashua Cleanroom Plant*

GREAT PARTNER

"When we look for people to do business with, we look for potential partners. Prudential we feel is a very solid partner... They have very high quality products at a very fair price."

- CHRIS COX, *OMG HOSPITALITY*

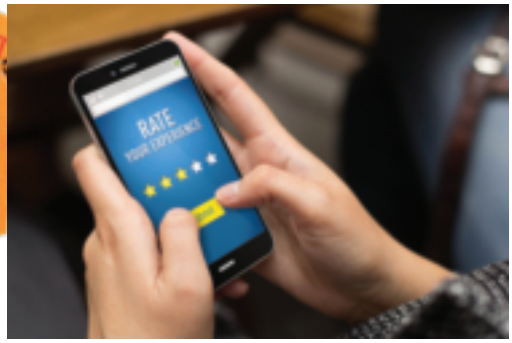


To watch the video online, visit **https://www.prudentialuniforms.com/testimonials/great-partner/**

CHULA VISTA PLANT CUSTOMER

CUSTOMER TESTIMONIALS - ONLINE





***3M Dental** won the Google My Business raffle for rating Prudential Overall Supply's business on Google and submitting a raffle entry.*

Thanks for the awesome rating!

Now it's your turn to enter into our raffle to win a $100 Shop Prudential gift card by leaving a Google My Business review!

Congrats!

Congratulations to Javier Herrera from 3M Dental Products on his winning the Google My Business raffle!



From left to right: Javier Herrera, 3M Dental, **JAIME MIRAMONTES** (09/25/06) *General Manager.*

Google REVIEWS

★★★★★

"A very professional and expeditious company. I switched over my current company's service for this very reason"

- CASTOR
RIVERSIDE, CA PLANT

★★★★

"Our rep is very courteous and professional. He is willing to hear and complaints and requests and is quick to fix any problems."

- DAVE ALBERTSON
RIVERSIDE, CA PLANT

★★★★★

"Always on time and courteous, aprons look great and we have had great customer service."

- KIMBERLY GORE
COLONIAL HEIGHTS, VA PLANT

★★★★★

"We switched from Aramark to Prudential. One of the huge decision factors for me was that they are family owned and local to the OC. Every time I need their help they are attentive and responsive from the driver to the account manager."

- REGINA ALLEN
IRVINE, CA PLANT

★★★★★

"We have been using Prudential Overall Supply for about 5 years now. The uniform service they provide has been top notch and the morale for our employees has skyrocketed now that they look sharp every day and don't have to do their own laundry anymore. We also use Prudential for all of our custom logo'ed shirts/hats for the office staff. They do great work and we are very pleased with every batch. Keep up the great work."

- WILLIAM CARSON
TUCSON, AZ PLANT

★★★★

"Prudential has provided services to us for the past 10 years and they have excellent service. They are quick to react when we need adjustments on the services. They come regularly to get feedback on how they are doing and take in whatever feedback we provide to do better."

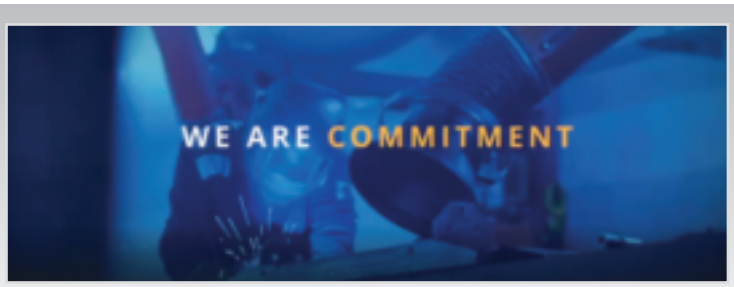
- RAFAEL SANTOS
MILPITAS, CA CLEANROOM PLANT

★★★★★

"A company that understands the value of their customers. Prudential Cleanroom Services has provided us with quality products and customer care for the past 5 years. Thank you to Denice Stiles, our Sales & Service Manager for the best service yet."

- CORY ALTIG
LOS ANGELES, CA CLEANROOM PLANT

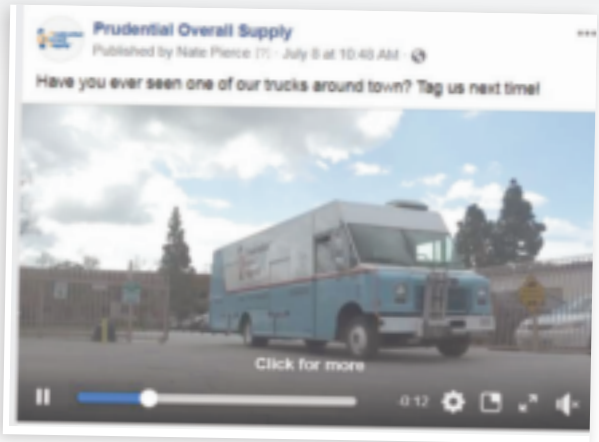
IN THE NEWS



DON'T MISS OUT!

We will be sharing more about our POS and PCS locations "happenings" on our social media platforms and would really like you to **SEE** it, **LIKE** it and **SHARE** it!

So please join in on the fun and LIKE us on our Facebook, Twitter, LinkedIn pages so that you can see what we post when we post them!



FACEBOOK: www.facebook.com/PrudentialOverallSupply/

TWITTER: twitter.com/POSUniforms

LINKEDIN: www.linkedin.com/company/prudential-overall-supply

PRUDENTIAL AMONG "TOP GREEN PROVIDERS"

The June edition of ***Food Logistics*** named Prudential Overall Supply as one of the Top Green Providers Award winners, recognizing our Reclamations and Recycling Program (see page 22, link below).

Read an excerpt of the article:
"Sustainability is on every company's mind as consumers are wanting to know where their products are coming from and if they're ethically sourced. Studies have shown that consumers will become loyal to companies that have a good global conscience. In the food and beverage industry, having a green initiative is seen as a must-have in order to reduce the global food supply chain's carbon footprint. Food Logistics' annual Top Green Providers list showcases companies that have found new ways to promote sustainability throughout their operations and for their customers.

"This year's list consists of 3PLs, technology companies, transportation providers, cold storage providers and many more that have upped their game to become leaders in the sustainable global food supply chain."

To read the June edition of ***Food Logistics***, visit
https://issuu.com/supplydemandchainfoodlogistics/docs/flog0619plusperc



PRUDENTIAL SPONSORSHIP IN PLAY OFF GAME

Live pictures of the WZTS-TV control room during the Oak Hill High School Red Devils vs Shady Spring Tigers play off game. Thanks to Zack Media LLC, WZTS TV and The River 107.7 FM WRRL radio.

PRUDENTIAL CLEANROOM SERVICES MAINTAINS ISO 9001 CERTIFICATION AND EXPANDS INDUSTRIAL SITES

ISO 9001 CERTIFIED

Prudential Cleanroom Services, a world leader in cleanroom laundry service systems, announced that it has completed its certification audits for ISO 9001:2015 through TUV SUD America, Inc. Prudential has implemented a Quality Management System in accordance with: ISO 9001:2015. This certification applies to Prudential's corporate headquarters and its national network of cleanroom laundry processing facilities located in Los Angeles and Milpitas, CA; Mesa, AZ; Portland, OR; Nashua, NH; Austin, TX; Richmond, VA; and the Central Distribution Center in Cerritos, CA.

The scope of this Quality Management System includes providing cleanroom apparel and other contamination control products and laundering services for garments used in controlled environments and industrial apparel and other ancillary products for use in industrial applications. The scope of certification is applicable only to the Cleanroom Services Division and selected industrial sites.

"This year's audits added two industrial sites in Los Angeles and Irvine, CA that are in addition to the Company's Riverside, CA site to bring its service and production process under the ISO Management System. We are working towards ISO certification for all industrial locations," states Dianne Knitter, Director of Quality Assurance at Prudential.

"The entire organization is extremely proud of our ISO 9001:2015 certification, and our additional certification for our new industrial locations. This reinforces Prudential's ongoing commitment to providing Best-in-Class quality products and services," comments Tom Watts, President of Prudential Overall Supply.

CLEANROOM ATTIRE: CRITICAL COMPONENTS FOR OPTIMAL SAFETY

Jerry Martin, VP of Sales & Marketing at Prudential Overall Supply, explains the essentials of safe cleanroom garments.

It has been estimated that 80% of the contaminants found in a typical cleanroom originate from people. Given the inherently non-sterile nature of human beings, this is hardly surprising.

The human scalp, for instance, contains about one million microorganisms per square centimeter. And these organisms can spread around with alarming ease—in fact, people routinely introduce contaminants into their immediate environment just by talking or moving around. The more physically active they are, the more pollutants they shed.

But cleanroom managers are not just handling threats to sensitive materials caused by humans; they must also deal with hazards that can endanger the health of their personnel.

Take arc flashes for example. Worn conductors, loose wires, or (most frequently) human oversight can create a devastating three-phase arc flash that reaches 35,000 °F (19,426 °C) in under one-thousandth of a second. Arc flash incidents sometimes result in fatal injuries; even less serious episodes often leave victims with damaged eyesight, burned skin, and other lasting impairments.

All of this is certainly a lot to contend with, but fortunately, cleanroom operators have access to appropriate and effective attire and accessories to help them maintain a safe and secure workplace environment.

This specialized cleanroom apparel has a dual function—it enables personnel to shield themselves against hazardous laboratory phenomena and prevent contaminants from harming valuable products.

ESSENTIAL ELEMENTS OF CLEANROOM APPAREL
Cleanroom apparel consists of various pieces that, when donned correctly, form a "suit" that covers most, or all, of the wearer's body. A standard suit will generally consist of the following components...



To read the rest of the article, visit
https://www.prudentialuniforms.com/media/press-releases/cleanroom-attire-critical-components-for-optimal-safety/

IN THE NEWS

TRSA AWARDS - OPERATORS, ASSOCIATES HONORED AT DINNER

Prudential Overall Supply, a leading company in the reusable textile industry, announced that it has ranked #7 on the Selling Power 50 Best Companies to Sell For list. Each year, the corporate research team at Selling Power magazine assembles and publishes its list of the 50 Best Companies to Sell For. This is the 19th consecutive year the list has appeared in the magazine.

To gather data, the Selling Power research team issued a comprehensive application with detailed sections covering three broader categories:

1. Compensation and Benefits
2. Hiring, Sales Training, and Sales Enablement
3. Customer Retention

The list encompasses companies of all sizes – with sales forces ranging from fewer than 100 salespeople to companies with sales-force numbers in the thousands.

Selling Power magazine founder and publisher Gerhard Gschwandtner says it is vital to recognize companies that are creating excellent sales teams today. "Successful sales teams know how to embrace change," says Gschwandtner. "That could be in the form of technology or in the form of process. Each organization featured on the 50 Best Companies to Sell For list represents an elite, agile selling environment that understands how to lead in their market."

ABOUT SELLING POWER
In addition to Selling Power magazine, the leading periodical for sales managers and sales VPs since 1981, Selling Power Inc. produces the Sales Management Digest and Daily Boost of Positivity online newsletters, as well as a series of five-minute videos featuring interviews with top executives. Selling Power is a regular media sponsor of the Sales 3.0 Conference. Selling Power also publishes annually Top AI Solutions for Sales, Top 15 Sales Enablement Vendors, Top 20 Sales Training Companies, Leading Sales Consultants – Sales Coaching and Training, and the Selling Power 500 Largest Sales Forces in America. Each year, the corporate research team at Selling Power magazine assembles and publishes its list of the 50 Best Companies to Sell For. This is the 19th consecutive year the list has appeared in Selling Power.



To learn more about the TRSA Awards dinner, visit **https://www.trsa.org/news/trsa-awards-operators-suppliers-honored-dinner/**

TRSA AWARDS - OPERATORS, ASSOCIATES HONORED AT DINNER

Five linen, uniform and facility services company members (operators) and three supplier company members (associates) took home the highest honors from the presentation of annual TRSA awards on March 27 at the Legislative Conference in Washington.

A total of 25 awards were presented during the Annual Leadership Awards Dinner at the Dupont Circle Hotel. There were multiple winners in each of the eight competitions with an overall winner topping each. Interest in the TRSA competition was higher than ever as dozens of entries were received and judged by TRSA committees and subject-matter experts...

Among the winners, Prudential Overall Supply was honored for Clean Green Innovation: Prudential's commitment to chainwide sustainability through Clean Green certification took the designation's namesake high honor. The company's Mesa, AZ, cleanroom team's dedication to near-miss investigations, audits and training won recognition for safety.

PRESCOTT SERVICE CENTER VPP FLAG FLIES HIGH





We currently have the VPP Flag flying at:

Prescott, Arizona Service Center

Phoenix, Arizona Industrial Plant

Mesa, Arizona Cleanroom Plant

APPAREL SERVICES NETWORK CELEBRATES 15TH ANNIVERSARY MILESTONE

Apparel Services Network (ASN) an industry leader in image apparel national account service programs, announced the network is celebrating its 15th anniversary milestone.

Commenting on the milestone is ASN member company representative Jerry Martin from Prudential Overall Supply, “what began as three companies looking to provide an expanded service reach for our customers has grown to twenty ASN member companies providing uniform rental service to customers throughout the United States. We are all pleased to be able to offer our customers more choices.”

Visit **www.apparelservicesnetwork.com** to learn more.

2004 15TH 2019
ANNIVERSARY
Apparel Services Network
NATIONAL COVERAGE with LOCAL ATTENTION

APPAREL SERVICES NETWORK GROWS AFFILIATE MEMBER PROGRAM ADDING NEW MEMBER: AJAX LINEN & UNIFORM

Apparel Services Network (ASN) an industry leader in image apparel national account service programs, announced the expansion of the ASN Affiliate Member program with the inclusion of Ajax Linen & Uniform. This move will help ASN network customers by offering extended national account coverage and more choices.

ASN’s mission aligns with its Affiliate Member Companies’ core values; ASN is concerned with customer loyalty and satisfaction earned by exceeding expectations through inspired people committed to the pursuit of excellence, and relationships based on trust, honesty and integrity.

THE ASN OFFERING HIGHLIGHTS INCLUDE:

- National account coverage with localized attention and nationalized reporting systems.
- Advanced inventory control.
- Just-in-time repair system.
- State-of-the-art laundry processing facilities.
- National account management team.
- Personalized customer communications.
- Transition Management Team.
- Service Guarantee.



Apparel Services Network
NATIONAL COVERAGE with LOCAL ATTENTION

Visit **www.apparelservicesnetwork.com** to learn more.

IN THE NEWS

THE SAN ANTONIO SERVICE CENTER HAS MOVED TO A NEW LOCATION.



DENVER SERVICE CENTER'S NEW MONUMENT SIGNAGE FOR POS AND PCS.







CELEBRATING 60 YEARS OF OFF-THE-CUFF!

Prudential Overall Supply, an industry leader in reusable image work apparel and related textiles, announced that it's Company produced publication, Off The Cuff, celebrates 60 years of circulation! Off the Cuff is a publication of Prudential Overall Supply that is dedicated to the improvement of employee morale and the broadening of customer relationships.

"It is really fun to see what our people, property, plants and equipment looked like in the past, and how our Company has progressed over the years. One thing is for certain, Prudential Overall Supply continues to thrive in its 87th year in business, and we continue to hold onto our core values. Off the Cuff is a testament to our determination," comments Tom Watts, President of Prudential Overall Supply.

"When I first was assigned to take over the publication in 2007 from Don Nordstrom, Vice President of Human Resources, I was not sure if I could take on the task. He had an awesome collection of folders and boxes of photos and plant information in his office that I had no where to store. So I decided since we were in the digital age that we would move more in that direction and for sure it made it much easier to handle along with my other projects. I really enjoy directly communicating and planning each publication with the Plants. They are instrumental in helping me to gather all the information properly and in a timely manner to make the deadline. Without them this would not be a success. The development of the Off-The-Cuff takes approximately 4-6 months to complete from start to finish. This is why we reduced it to a bi-yearly publication. It has grown from a 4-page booklet to a thicker 48 pages! We have a lot of events and information that we want o share with everyone. It is filled with positive, fun and informative write-ups that may inspire an employee or plant to join in on the fun. It is nice to see the changes in the growth of the employees promotions! It is also always fun to see what is going on in the Prudential family and great to see their family members grow as well with their families birth announcements and graduations! We respect one another and want to build everyone up to their best potential. We are a great team and this publication helps paint that picture of where we have been in our history and where we are going in our future. The best is yet to come...I really enjoy working on this project!" comments Stephanie Leibick, Marketing Manager, Editor of Off-The-Cuff.

In celebration and recognition of the publication's 60th anniversary, Prudential has made available all sixty years of Off-the-Cuff on Company's website. Employees and customers can browse through 60 years of Company history, and see what actions have made Prudential an industry leader.



1959, VOL. 1, NO. 1
Editor, Dale Bain,
Personnel Director



1989 VOL. 30, NO.1
Editor, Don Nordstrom,
Vice President of Human Resources



2019 VOL. 61, NO.1
Editor, Stephanie Leibick,
Marketing Manager

SALES DEPARTMENT AWARDS PRESENTED



TOP PRO AWARD - SELLING PERIOD #6
JAIME MIRAMONTES (09/25/06) *General Manager*, **TONY SANTOYO** (07/07/14) *Corporate Sales Representative, Irvine Plant.*



TOP PRO AWARD - SELLING PERIOD #9
ROSA VASQUEZ (01/28/08) *General Manager,* **RYAN HULL** (04/06/15) *Corporate Sales Representative.*



CLEAN PRO AWARD - SELLING PERIOD #9
DANA MCALLISTER (06/20/16) *General Manager,* **ANDREW JARNAGIN** (06/15/15) *Corporate Sales Representative, Austin Cleanroom.*

FAMILY RECOGNITION



Trey graduated in June from Magnolia Science Academy with a 3.5 GPA. He was awarded scholarships from The Elmer Backen Memorial Fund, Canyon Lake Car Club and The Junior Woman's Club for his efforts in pursing a trade degree. He will be attending Santa Ana college in the fall on a full ride studying automotive, metal fabrication, welding and blueprinting.

SHAWNA BOWEN (03/31/08) *Executive Administrator, Corporate Office*



I am very happy Dad and excited for my youngest daughter. My daughter, Gabrielle Lopez graduated from St. Johns University in New York with a major in Communications.
Plus Gabrielle has been accepted into
USC Grad School!!

SERGIO LOPEZ (07/24/06)
Assistant General Manager, Colonial Heights Plant



PRISCILLA VALENCIA (01/21/08) *ABS/Office Clerk, Tucson Plant* and her husband Frank celebrate their daughter, America as she prepares to embark to Tongo with the Peace Corp.

Peace Corps

TUCSON RESIDENT BEGINS PEACE CORPS SERVICE IN TONGA

WASHINGTON – America Valencia of Tucson has been accepted into the Peace Corps and will depart for Tonga on August 19, 2019, to begin training as an education volunteer. Valencia will serve as an English literacy facilitator.

"I wanted to experience a different culture by completely immersing myself in it, rather than experiencing it for a few days via tourism," said Valencia of her desire to join the Peace Corps.

Valencia is the daughter of Frank and Priscilla Valencia of Tucson and a graduate of University High School in Tucson. She attended University of Arizona (UA) in Tucson, where she earned a bachelor's degree in literacy, learning and leadership in May 2019. Prior to joining the Peace Corps, she acted as a peer mentor at UA's Project FOCUS and as floor staff at The Loft Cinema.

During the first three months of her service, Valencia will live with a host family in Tonga to become fully immersed in the country's language and culture. After acquiring the necessary skills to assist her community, Valencia will be sworn into service and assigned to a community in Tonga, where she will live and work for two years with the local people.

"I hope to improve my skills as an instructor as well as expand my understanding about how a community and society can function as a whole," Valencia said. "I specifically applied to Tonga because I know next to nothing about the Polynesian nations in Oceania."

Valencia will work in cooperation with the local people and partner organizations on sustainable, community-based development projects that improve the lives of people in Tonga and help Valencia develop leadership, technical and cross-cultural skills that will give her a competitive edge when she returns home. Peace Corps volunteers return from service as global citizens well-positioned for professional opportunities in today's global job market.

Valencia joins the 131 Arizona residents currently serving in the Peace Corps and more than 3,854 Arizona residents who have served in the Peace Corps since 1961.



Way to Go!





MOTHER'S DAY CELEBRATION AT THE MILPITAS CLEANROOM FACILITY

Left to right:
ALBERTINA JIMENEZ (02/13/07) Folder,
MAGDALENA CAMACHO (08/28/09) Q/A Technician

Fun..Fun..Fun...





CINCO DE MAYO CELEBRATION AT THE COMMERCE PLANT!

Left to right: **ALEXANDRA MORENO** (06/08/15) *Office Clerk,*
MARK WILLIS (08/09/04) *General Manager,* **ROSY MAGANA** (06/07/93) *Office Manager,* **MARK ESTRADA** (04/26/10) *Corporate Sales Representative.*

Employees enjoying the bbq luncheon!





EASTER CELEBRATION!
Left to right:
ARLENE MAGLENTE (11/06/18) *Soil Sort,* **LAURI LECAIR** (08/09/79) *Plant Manager,* **JOSH MILLER** (09/12/11) *General Manager,* **ANGELICA MELERO** (12/12/09) *Production Manager,* **MARIA MORA** (03/30/06) *Folder.*

WHAT'S HAPPENING...

HALLOWEEN AT THE CORPORATE OFFICE!



Costume contest winners.



Scariest~Aaron Elberson, werewolf



Funniest~Omar Hurtado, dinosaur

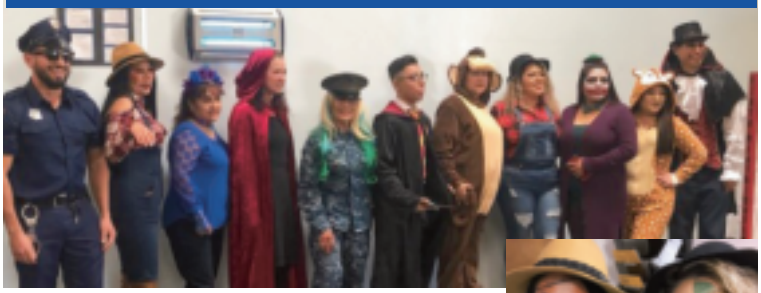


Best~Clarissa Corona, poison ivy

HALLOWEEN AT THE DISTRIBUTION CENTER!



COSTUMES AT THE VISTA PLANT!

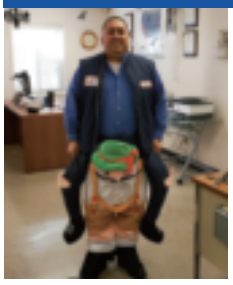


Cool Costumes!



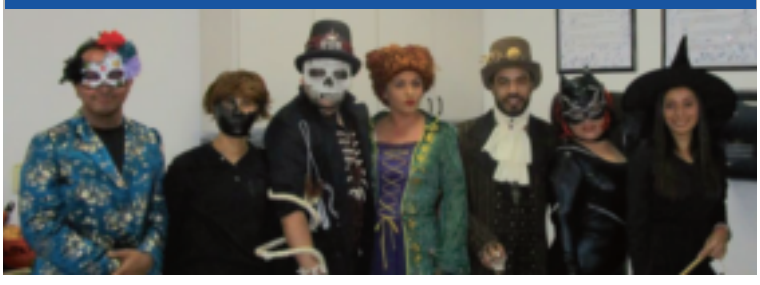


RIVERSIDE PLANT CELEBRATES TOO!





MILPITAS CLEANROOM PLANT EMPLOYEES SAY BOO!





CELEBRATING EMPLOYEE RECOGNITION
DAN CLARK (09/23/68), *Chairman of Board,* Dan celebrated employee recognition at the Los Angeles Industrial & Cleanroom Plants on 8/23/2019.

OFFICE LUNCH IN AT THE LOS ANGELES INDUSTRIAL PLANT





EMPLOYEE APPRECIATION DAY AT THE NASHUA, NH CLEANROOM







Nashua Cleanroom Plant had an Employee Appreciation Celebration. We welcomed new faces, celebrated birthdays & anniversaries. We enjoyed our time together with subs, chips & drinks. **Thanks to all of our Plant 71 employees for ALL that you do!**

ANNIVERSARY CELEBRATIONS



HAPPY 40TH ANNIVERSARY, LAURI!
JOSH MILLER (09/12/11) General Manager,
LAURI LECAIR (08/09/79) Plant Manager.

"There are countless people within the organization that cannot fully express their gratitude to you for your many outstanding contributions, training, and leadership that you have not only provided to our Milpitas Cleanroom but to countless other locations as well. As part of your anniversary, I have attached a candid pic of yourself receiving one of your many Plant Manager of the Year awards which I have held onto until an appropriate day, and that day is today. On behalf of all of us I want to say Thank You for your many excellent years of service to the company and most of all, that we appreciate you Lauri."

- MARC O'LEARY (12/07/77),
VP of Cleanroom Operations



HAPPY 35TH ANNIVERSARY, MAGDALENA!
Left to Right: **LAURI LECAIR** (08/09/79) *Plant Manager,*
MAGDALENA VALDEZ (04/07/84) Folder,
JOSH MILLER (09/12/11) General Manager.



HAPPY 35TH ANNIVERSARY, MARTHA!
Left to Right: **MARTHA BLANCO** (05/21/84) Production Manager, **SANDRA MARTS** (07/11/11) General Manager.



HAPPY 30TH ANNIVERSARY, JEFFREY!
Congratulations Jeffrey Alton Nelson on your anniversary today and more importantly, thank you for 30 loyal years of service to Prudential Overall Supply.



DIEGA VILLELA (11/08/89) Laundry Worker celebrating 30 years with POS
Left to Right: **ROSA VASQUEZ** (01/28/08) General Manager, **DIEGA VILLELA**, **GLEN WOODS** (07/11/16) Plant Manager.



MARTHA QUEZADA (10/12/94) celebrating 25 years with POS pictured with **ROSA VASQUEZ** (01/28/08) General Manager, **GLEN WOODS** (07/11/16) Plant Manager.



HAPPY 25TH ANNIVERSARY, LUPE!
Left to Right: **MITCH CUMMINS** (07/21/80) *General Manager*, **GUADALUPE ZARATE** (04/14/94) Laundry Worker.



HAPPY 25TH ANNIVERSARY, RICHARD!
Left to Right: **MITCH CUMMINS** (07/21/80) General Manager, **RICHARD DAMITIO** (05/31/94) Maintenance Supervisor.

ANNIVERSARY & RETIREMENT CELEBRATIONS

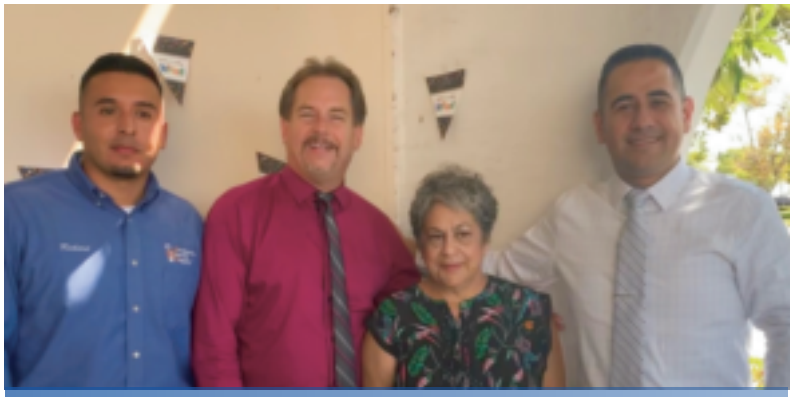


HAPPY 10TH ANNIVERSARY, MAGDALENA!
Left to Right: **JOSH MILLER** (09/12/11) General Manager, **MAGDALENA CAMACHO** (08/28/09) QA Technician

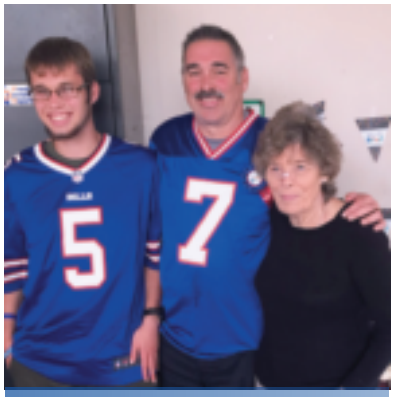
Thank you!



RUTH BARRUECOS retires after 31 years. Congratulations!
Left to Right: **RUTH BARRUECOS** (04/11/88) *Production Employee*, **MARK WILLIS** (08/21/04) *General Manager.*



AURELIA AGUIRRE retired after 30 years with POS. *Left to Right:* **CARLOS CASTILLO** (07/06/09) *Sales & Service Manager*, **LARRY GERMAN** (12/05/16) *Plant Manager*, **AURELIA AGUIRRE** (07/03/89) Laundry Worker, **JAIME MIRAMONTE** (09/25/06) *General Manager, Irvine Plant.*



The Irvine Plant celebrated **STEVE WHITSON'S** (03/18/96) *Customer Sales Rep., retirement* Friday, September 27. Retired after 23 years! Congratulations, Steve!



MATEO SEBASTIAN (10/27/97) retired after 22 years with POS Left to right: **ROSA VASQUEZ** (01/28/08) General Manager, **MATEO SEBASTIAN**, **GLEN WOODS** (07/11/16) Plant Manager.



Los Angeles Cleanroom Plant celebrated the retirement of production employee **ANA MADRID** on 10/10/2019, Ana completed 22 years with Prudential. Ana is looking forward to retirement and spending time with her family, she just welcomed a new grandchild! Happy Retirement!!!



ROGELIA RODRIGUEZ retired after 18 years with the company. Congratulations! *Left to Right:* **SANDRA MARTS** (07/11/11) General Manager, **ROGELIA RODRIGUEZ** (11/20/00) Production Employee, **JOE SHARMA** (09/04/06) Regional Director.



ALBA CUESTA retired after 15 years with the company. Congratulations! *Left to Right:* **MITCH CUMMINS** (07/21/80) *General Manager*, **ALBA CUESTA** (02/24/04) *Laundry Worker*.



HAPPY RETIREMENT, YOLANDA!
Left to Right: **SANDRA MARTS** (07/11/11) *General Manager*, **YOLANDA BUENROSTRO** (05/09/07) *Production Employee* celebrated 12 Years of Service with Prudential Cleanroom Services.

NEW BABIES *Congratulations!*



Welcome Peyton Anne! **DINA EIDINGER'S** (04/29/19) *Fleet Administrator, Corporate Office*, middle son had a baby girl on June 20th. This is her first granddaughter! Congrats!



Congratulations to **AARON PAQUIAN** (01/02/18) *Customer Sales Representative*, El Paso Service Center, and his wife Juliaenne, who had their first child! Aeriella Rayne Paquain, Born on 08/17/2019, 7 lbs, 3 oz., 20" long.



RICHARD HERNANDEZ (12/09/16) *Customer Service Representative, Los Angeles Cleanroom Plant*, and his wife welcomed a beautiful baby girl named Melanie Hernandez on 10/03/2019. Congratulations Richard and family!



ARACELI CONTRERAS AGUILA (02/25/14) *Office Clerk, Vista Plant* in 2018 welcomed Edson Jaziel who was born on 6/24/2018, 20in 7.8 oz. My oldest, Uziel Alessandro, was 3 years and 8 months in this photo. My husband Erick Contreras and I are blessed and to have welcomed another boy to our family.



JAIME MIRAMONTES (09/25/06) *General Manager, Irvine Plant* and his wife Nadia welcomed their baby boy Jaxson Luis Miramontes on 09/16/2019 at 8:29 a.m. Congratulations!



CHARLES BAUTISTA (04/21/08) *Key Account Manager, Corporate Office* and his wife welcomed their baby boy Julian Andrew Bautista on 08/21/2019 at 4:34p.m. in Fresno, California weighing 5 lbs, 14 oz., 21" long. Congratulations!

IN MEMORIAM

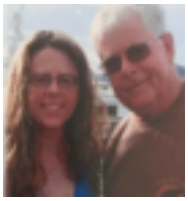


TERRY LAHN
was former General Manager, Regional Manager and Vice President of Cleanroom Operations for Prudential from 09/11/1989 - 01/28/2005.

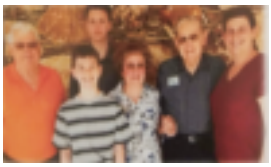












Terry Lee Lahn was born on September 28, 1939, in Kansas City Missouri to Christian and Ethel (nee) Seils) Lahn. He entered his eternal home on May 11, 2019. He is survived by his brother, Don; two daughters, Heather, Tracy and son-in-law Kevin Osborne; and two grandsons, Bryan and Christian.

Terry met Karen Smith at Faith Lutheran Church, Whittier, and in 1969 they were married at that same church. Karen bravely fought cancer and went with the Lord in 1994 just after celebrating 25 years of marriage.

The family moved to Denver, Colorado, shortly after he was born. Terry was always interested in radio and worked at numerous stations in the Denver area and in Laramie, Wyoming, Farmington, New Mexico and Houston, Texas. He even had his own radio program on a small station in Denver called, "The Terry Lahn Show". He decided to go to college and graduated from the University of Denver with a degree in Business Administration. Following graduation Terry worked at a variety of jobs including Marketing for TWA, Distribution Manager for a moving company and he even obtained a real estate license and sold insurance. To further increase his education he obtained an MBA in Terry Lee Lahn was born on September 28, 1939, in Marketing from the University of Southern California.

He wanted to be an entrepreneur and together with another friend purchased a franchise for an upscale fast food restaurant and moved to Gresham, Oregon, and started a chain of restaurants. Unfortunately, they ran into the era of ultra-high interest rates and the venture was not successful.

Terry then moved the family back to Southern California and took a management position with Prudential Overall Supply where he retired after some fifteen years as Vice President of Cleanroom Operations.

He never lost his interest in radio and even worked part time for a local radio station in Palm Desert. He helped monitor frequency coordination with his friend Rick for the Golden Globe Awards and

He never lost his interest in radio and even worked part time for a local radio station in Palm Desert. He helped monitor frequency coordination with his friend Rick for the Golden Globe Awards and the American Music Awards until this last year when they both decided that walking the red carpet in a tuxedo was more than they could handle.

Terry was always active in church life and served many years as Elder in his congregation in Brea, California, and for the last ten years as President in Trinity, Indio. He will be sorely missed by all.

Prudential Overall Supply®

PO BOX 11210
SANTA ANA, CA 92711-1210



Thank you for your dedication and commitment to every Customer and Employee all through the years! Best Wishes Tom Watts on your retirement and Best of Luck Leading the Way Dan Clark, John Clark & Chris Welch!