



# OFF-THE-CUFF



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**Prudential  
Cleanroom  
Services®**

**FEATURING:  
LOS ANGELES, CALIFORNIA  
CLEANROOM PLANT**



**Prudential  
Overall  
Supply®**

# DAN CLARK'S MESSAGE

December, 2022

## *To Our Friends,*

Prudential Overall Supply celebrated its 90th anniversary this past April 11.

Fewer than 1% of US companies will survive that long.

While many companies fail when they expand too quickly, POS has never expanded beyond its means, we have always been a debt free company.

When a founder has no one interested in carrying on a business, that can be the end of it. Today a third generation Clark is CEO of the company. Statistics show that only 13% of family businesses make it to the third generation.

And, of course, success depends on the hard work, dedication, and teamwork of a company's employees. Throughout the decades all employees have had a part in the sustained growth and success of Prudential. Thank you for making this possible.

2022 was a good year for Prudential. We made two acquisitions which will have a big impact on their respective plants. Prudential is in the process of building two new plants which should be completed in the next few years. The plant in Atlanta, Georgia will be 60% industrial and 40% cleanroom. The other plant, near Columbus, Ohio, will start as all cleanroom and later be expanded to include industrial.

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 2022, and to extend our heartfelt best wishes for 2023. 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**

Diciembre de 2022

## *Queridos amigos:*

Prudential Overall Supply celebró su 90 aniversario el pasado 11 de abril.

Menos del 1% de las empresas estadounidenses sobreviven por tanto tiempo.

Si bien muchas empresas fracasan cuando crecen demasiado rápido, en POS nunca hemos ido más allá de nuestras posibilidades y siempre hemos sido una empresa libre de deuda.

Cuando un fundador no tiene quien continúe con su negocio, esto puede ser el fin del mismo. Sin embargo, hoy, un Clark de tercera generación es el CEO de la empresa.

Estadísticas muestran que solo el 13% de las empresas familiares llegan a la tercera generación. Y, por supuesto, el éxito depende del trabajo duro, la dedicación y el trabajo en equipo. A lo largo de las décadas nuestros empleados han sido parte del crecimiento sostenido y el éxito de Prudential. ¡Gracias por hacerlo posible!

El 2022 fue un buen año para Prudential, hicimos dos adquisiciones que tendrán un gran impacto en sus respectivas plantas. Además, Prudential está en proceso de construir dos nuevas plantas que estarán listas en los próximos años. La planta en Atlanta, Georgia, será 60% industrial y 40% cuarto limpio. Y la otra planta, cerca de Columbus, Ohio, comenzará con la división de cuarto limpio y luego se ampliará para incluir industrial.

En esta época del año celebro el privilegio de expresar el más sincero agradecimiento a cada uno de nuestros empleados, clientes, proveedores y amigos, por su valioso aporte durante el 2022, y extender nuestros mejores deseos para 2023.

Espero podamos mantener vivo el espíritu navideño de fe, amor y buena voluntad durante todo el año.

Que Dios conceda a cada uno de ustedes alegría, paz y felicidad en esta temporada festiva y en el año venidero.

*¡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 / YEARS
Clark	J. Daniel	00 Chairman of Board	09/23/1968 54
Verduzco	Elpidia	15 Production Supervisor	03/07/1977 45
Sanchez	Francisco	06 Laundry Worker	05/12/1977 45
O'Leary	Marc E.	00 VP Distribution Ops	12/07/1977 45
Corral	Maria M.	13 Production Supervisor	07/31/1978 44
Martinez	Ramon R.	02 Washer	10/26/1978 44
Corona	Alberto B.	02 Maint Mechanic	01/16/1979 43
Pelayo	Ricardo R.	09 Maintenance Supv	02/27/1979 43
Lecair	Laura A.	00 Corp Prod Mgr	08/09/1979 43
Carrillo Huizar	Javier	05 Laundry Worker	04/30/1980 42
Freese	Charles K.	00 Senior Systems Analyst	09/29/1980 42
Garcia	Jose J.	05 Customer Sales Rep.	05/11/1981 41
Herrera	Benigno C.	06 Laundry Worker	08/12/1981 41
Ortiz	Miguel	06 Service Attendant	01/25/1982 40
Maurer	Dan R.	05 Customer Sales Rep.	06/27/1983 39
Opon	Maria	10 Laundry Worker	11/16/1983 39
Boyer	Jimmy	00 Key Accounts Manager	02/07/1984 38
Valdez	Magdalena	10 Laundry Worker	04/07/1984 38
Hoang	Kim T.	00 Accts Rec Clerk	05/02/1984 38
Herrera	Rodolfo M.	05 Washer	08/08/1984 38
Bernal	Roselia	17 Order Fulfillment Oper	06/18/1985 37
Tamayo	Jose F.	00 Maint Mechanic	07/15/1985 37
Escobar	Ernesto R.	07 Maintenance Supv	11/04/1985 37
Jimenez	Antonio	04 Customer Sales Rep.	01/21/1986 36
Dominguez	Alberto M.	02 Maint Mechanic	03/04/1986 36
Rodriguez	Vicente A.	04 Customer Sales Rep.	04/30/1986 36
Sandoval	Alma D.	07 Order Fulfillment Oper	06/03/1986 36
Uribe	Humberto	04 Production Supervisor	09/02/1986 36
Lara	Yolanda	05 Laundry Worker	09/16/1986 36
Fonseca	Victoria	15 Laundry Worker	08/18/1987 35
Reyes	Aurelio C.	04 Laundry Worker	10/12/1987 35
Ordaz	Fabiola	02 Laundry Worker	02/10/1988 34
Elberston	Mark W.	13 General Manager	02/16/1988 34
Brooks	Gary L.	13 Customer Sales Rep.	03/14/1988 34
Flores	Michael R.	13 Customer Sales Rep.	06/13/1988 34
Valencia	Lourdes	08 Laundry Worker	10/24/1988 34
Virues	Jose L.	02 Washer	11/21/1988 34
Cesarino	Eva M.	01 Direct Sales Manager	01/09/1989 33
Chan	Tom	00 Controls Specialist	03/23/1989 33
Kaur	Tarsem	08 Laundry Worker	03/27/1989 33
McKinney	Michael E.	00 Computer Support Spc	03/30/1989 33
Truax	Karen D.	00 Sr ERP Manager	04/10/1989 33
Cadenas	Felisa F.	04 Laundry Worker	06/19/1989 33
Mata Longoria	Saul	05 Laundry Worker	07/27/1989 33
Nelson	Jeffrey A.	22 General Manager	08/08/1989 33
Martinez	Audencio	05 Laundry Worker	08/30/1989 33
Serrano	Irma	04 Production Supervisor	09/05/1989 33
Ruiz	Imelda	10 Laundry Worker	10/04/1989 33
Palominos	Magdalena	13 Janitor	11/06/1989 33
Cesarino	Dean	06 Customer Sales Rep.	12/27/1989 33
Corona	Maria A.	04 Laundry Worker	02/26/1990 32
Soto	Felipe	06 Laundry Worker	02/27/1990 32
Leon	Arturo	06 Laundry Worker	03/13/1990 32
Kalert	Christopher	00 Sr ABS Analyst	03/23/1990 32
Blazek	Michael P.	00 Director of Operations	05/21/1990 32
Mendoza	Rebecca C.	09 Laundry Worker	05/29/1990 32
Lemus Gasca	Rogelio	13 Plant Manager	06/13/1990 32
Carrillo	Hilda	07 Plant Support Specialist	06/26/1990 32
Arvayo	Carlos E.	21 Laundry Worker	07/30/1990 32
Valencia-H.	Jorge A.	02 Customer Sales Rep.	09/10/1990 32
Macias	Ana D.	15 Laundry Worker	09/24/1990 32
Sangha	Major S.	08 Laundry Worker	10/10/1990 32
Haghighi	Hilda	00 Accts Rec Clerk	10/15/1990 32
Mezquita	Hilda E.	15 Laundry Worker	10/17/1990 32
Magana	Arturo	04 Customer Sales Rep.	10/29/1990 32
Voros	Stephen A.	00 Project Facilities Mgr	12/03/1990 32
Banuelos	Raquel M.	13 Laundry Worker	03/20/1991 31
Murillo	Maria C.	15 Distributor	04/08/1991 31
Blancas	Elisa	15 Laundry Worker	04/24/1991 31
Briseno	Evangelina	08 Laundry Worker	05/08/1991 31
Sanchez	Placido	08 Washer	05/16/1991 31
Valdez	Ricardo	13 Sales & Service Manager	06/11/1991 31
Koury	Rebecca L.	22 Plant Manager	06/24/1991 31
Tinsay-Wong	Merriam	00 Accts Pay Mgr	07/01/1991 31
Sanchez	Fidelia	04 Laundry Worker	09/30/1991 31
Martin	Gerald P.	00 VP Sales & Marketing	04/20/1992 30
Stanton	Mark R.	00 District Sales Manager	07/13/1992 30
Arellano	Ebelia	15 Laundry Worker	08/03/1992 30
Villalobos	Jose De J.	05 Laundry Worker	08/10/1992 30
Felix	Rosa A.	21 Laundry Worker	09/04/1992 30
Covarrubias	Victor	05 Customer Sales Rep.	09/10/1992 30
Schurter	Stefan	00 Senior Vice President	10/26/1992 30
Peraza	Maria E. O.	15 Laundry Worker	11/12/1992 30
Tran	Lonnie Thi	00 HR Associate	01/04/1993 29

## 25 YEARS OR MORE CONT.

NAME	PLANT	JOB TITLE	HIRE DATE / YEARS
Flores	Cecilia S.	02 Office Clerk	01/25/1993 29
Vang	Lue	08 Maint Mechanic	04/19/1993 29
White	Ernest D.	00 Fleet Administrator	04/19/1993 29
White	Ana	23 Qual Assur Supervisor	04/19/1993 29
Campos	Ana	15 Distributor	05/05/1993 29
Villanueva	Lilia M.	15 Production Supervisor	05/11/1993 29
Reed	Robert M.	12 Route Manager	06/01/1993 29
Magana	Rosa	05 Office Manager	06/07/1993 29
Ramirez	Maria E. M.	02 Laundry Worker	06/16/1993 29
Cooper	Geoffrey A.	26 Line Driver	07/19/1993 29
Alcantar	Fabiola	15 QA Technican	08/03/1993 29
Armenta	Miguel A.	21 Stock Room Manager	10/04/1993 29
Benavides	Ana Maria	08 Laundry Worker	10/18/1993 29
Banuelos	Maria E.	13 Laundry Worker	02/02/1994 28
Campos	Alfonso B.	10 Customer Service Rep.	03/19/1994 28
Damitio	Richard	21 Maintenance Supv	05/31/1994 28
Smith	Marty B.	04 Laundry Worker	07/12/1994 28
Quezada	Martha	02 Laundry Worker	10/12/1994 28
Martinez	Francisco	04 Laundry Worker	10/13/1994 28
Salazar	Maria O.	21 Laundry Worker	01/03/1995 27
Walker	Adam	12 Customer Sales Rep.	01/30/1995 27
Rivera	Marcelino	00 Regional Maint. Engineer	01/31/1995 27
Killion	Dean	00 Sr. Director of Sales	03/06/1995 27
Leyerly	Robert	02 Customer Sales Rep.	03/27/1995 27
Bustillo	Jorge	22 Laundry Worker	04/26/1995 27
Tao	Fawn Si	00 Information Systems Mgr	07/12/1995 27
Reyes	Bertha I.	22 Laundry Worker	08/08/1995 27
Reese	Paul A.	05 Corporate Sales Rep	08/14/1995 27
Smith	Edward	26 Sr Corporate Sales Rep	09/05/1995 27
Coria-Acevedo	Jose	02 Production Supervisor	11/27/1995 27
Welch	Christopher	00 President	12/14/1995 27
Leibick	Stephanie	00 Marketing Manager	01/15/1996 26
Ruiz	Maria E.	06 Laundry Worker	02/13/1996 26
Moreno	Ana	21 Laundry Worker	03/25/1996 26
De La Torre	Romelia	06 Laundry Worker	04/12/1996 26
Munguia	Maria	06 Laundry Worker	05/14/1996 26
Guzman	Edgar	05 Washer	06/03/1996 26
Gastelum	Elizabeth	21 Laundry Worker	06/10/1996 26
Sevilla	Humberto	09 Customer Sales Rep.	06/10/1996 26
Martinez	Emerick	21 Route Manager	06/26/1996 26
Contreras	Ramon	04 Washer	07/09/1996 26
Madrid	Luz	22 Laundry Worker	09/04/1996 26
Guerra De Briones	Dayanara	08 Laundry Worker	09/05/1996 26
Izazaga	Berta	08 Laundry Worker	10/04/1996 26
Rodriguez	Estela	09 Laundry Worker	11/05/1996 26
Leyva	David	13 Maint Mechanic	11/25/1996 26
Cabrales	Rosa	15 Laundry Worker	01/31/1997 25
Garcia	Russell	45 Customer Sales Rep.	02/03/1997 25
Ramirez	Maria	21 Laundry Worker	03/31/1997 25
Lemus	Lupe	02 Laundry Worker	04/28/1997 25
Schmucker	Randall	22 Sales & Service Manager	05/29/1997 25
Livingston	Aaron	09 Customer Sales Rep.	08/11/1997 25
Camp	Roger	21 Corporate Sales Rep	08/21/1997 25
Garcia	Azucena	21 Laundry Worker	09/02/1997 25
Soria De Gallo	Sara	10 Laundry Worker	09/02/1997 25
Orozco	Yolanda	08 Laundry Worker	09/08/1997 25
Suarez	Olivia	02 Laundry Worker	09/15/1997 25
Sanroman	Guadalupe	09 Laundry Worker	09/22/1997 25
Agüero	Virginia	50 Laundry Worker	09/23/1997 25
Connolly	Robert	00 VP Corporate Counsel	10/06/1997 25
Vargas	Lourdes	23 Laundry Worker	10/20/1997 25
Acevedo	Josefina	10 Production Supervisor	11/10/1997 25
Nair	Shaylendra	04 Plant Manager	12/01/1997 25
Quezada	Sandra	00 Accts Pay Clerk	12/01/1997 25
Arola	Bruce	09 Sr Corporate Sales Rep	12/29/1997 25

## 20 YEARS

NAME	PLANT	JOB TITLE	HIRE DATE / YEARS
Dolores	Dorotea L.	13 Laundry Worker	02/12/2002 20
Morones	Francisco	15 Washer	02/25/2002 20
Gutierrez	Sylvia	08 Office Clerk	03/20/2002 20
Borrayo	Raul	04 Customer Sales Rep.	05/28/2002 20
Ruvalcaba	Carmen N.	02 Laundry Worker	07/01/2002 20
Chavez	Guadalupe M.	13 Laundry Worker	07/23/2002 20
Villa	Juan	45 Maint Mechanic	07/24/2002 20
Case	Keith E.	17 Sales & Service Manager	09/09/2002 20
Lee	Kwangee	10 Sr. Sales & Service Mgr	09/16/2002 20
Cervantes	Jesus	15 Washer	10/18/2002 20
Medrano	Jaime O.	17 Customer Sales Rep.	11/05/2002 20

# ANNIVERSARIES

## 15 YEARS

NAME	PLANT	JOB TITLE	HIRE DATE / YEARS
Saucedo Jr. Leonardo	09	Customer Sales Rep.	01/15/2007 15
Curry David A.	00	Sr Key Accounts Mgr	01/17/2007 15
Jimenez Albertina S.	10	Production Supervisor	02/13/2007 15
Martin Moises	09	Truck Unloader	02/26/2007 15
Iman Burgenya	21	Laundry Worker	02/28/2007 15
Garibay Jesus M.	23	Stock Rm Supervisor	03/13/2007 15
Corona Veronica	00	Accts Rec Mgr	03/26/2007 15
Mann Jr. Keith A.	70	Sales & Service Manager	04/16/2007 15
Perry Richard Horace	70	Senior Account Exec	04/30/2007 15
Maraccini Vince A.	04	Production Manager	05/07/2007 15
McCutchan Jared Jacob	02	Corporate Sales Rep	05/29/2007 15
Rivera De Garcia Norma E.	23	Laundry Worker	05/08/2007 15
Hernandez De Vazquez Teresita	15	Laundry Worker	05/09/2007 15
Oseguera Edelmira	15	Laundry Worker	05/09/2007 15
Carroll Ashley Erin	00	Marketing Projects Mgr	05/14/2007 15
Francis Kevin M.	21	Customer Sales Rep.	05/21/2007 15
Martindale Jr. Tony Lee	21	Customer Sales Rep.	05/29/2007 15
Castro Beatriz	15	Laundry Worker	06/04/2007 15
Hernandez Enriquez Erik Javier	00	Computer Support Spc	06/11/2007 15
Broas Nelda M.	00	Accts Pay Clerk	06/25/2007 15
Van Dyke Mark Dale	26	Customer Sales Rep.	07/02/2007 15
McAllister Leonard L.	00	Sr Dir of Engineering	08/06/2007 15
Ray Michael Joseph	01	Sr Ntl Acct Exec Dir Sls	08/06/2007 15
Colorado Ana Laura	50	Distributor	08/08/2007 15
Cardenas Martha E.	23	Laundry Worker	08/09/2007 15
Evans William L.	00	District Sales Manager	08/20/2007 15
Mendoza Cecilia	10	QA Technician	09/12/2007 15
De La Mora Gricelda	23	Laundry Worker	09/13/2007 15
Foley Eric William	02	Customer Sales Rep.	09/17/2007 15
Ramirez Gabriel Angel	15	Customer Service Rep.	09/18/2007 15
Castellano Brandon C.	22	Corporate Sales Rep	09/24/2007 15
Medina Tiffany Leann	21	Office Manager	10/08/2007 15
Bryson William D.	17	Sr Corporate Sales Rep	10/15/2007 15
Green James C.	06	Customer Sales Rep.	10/15/2007 15
Frasquillo Eloina	21	Laundry Worker	10/17/2007 15
Copado Nora	05	Production Manager	11/19/2007 15
Salgado Sergio V.	17	Customer Sales Rep.	11/26/2007 15
Cardenas Orlando	21	Customer Sales Rep.	12/03/2007 15
Echevarria Miguel A.	22	Customer Sales Rep.	12/03/2007 15
Silva Jesus A.	05	Plant Manager	12/04/2007 15
Gil Francisco	03	Customer Sales Rep.	12/24/2007 15

## 10 YEARS

NAME	PLANT	JOB TITLE	HIRE DATE / YEARS
Toxey Jr. Roger Lee	55	Sales & Service Manager	02/13/2012 10
Romero Alfredo	09	Production Supervisor	02/27/2012 10
Bates Cameron Keith	80	General Manager	03/05/2012 10
Davis Michael A.	71	Garment Coord. Superv	03/06/2012 10
Starr Casey A.	70	General Manager	03/19/2012 10
Altamirano Liliana R.	15	Janitor	04/03/2012 10
Schacherl Bradley A.	50	General Manager	05/07/2012 10
Dominguez Alfredo	12	Service Center Manager	05/11/2012 10
Khlaing Savy	70	Washer	05/14/2012 10
Tarazon Roberto A.	21	Customer Sales Rep.	05/16/2012 10
Medina Xenia	15	Sr. Sales & Service Mgr	06/20/2012 10
Baze Jr Larry Gene	08	Sales & Service Manager	06/25/2012 10
De Avila Daniel Angel	23	Asst General Manager	06/25/2012 10
Maldonado Timothy	55	Corporate Sales Rep	07/02/2012 10
Jorgensen Craig D.	08	Customer Sales Rep.	07/09/2012 10
Martinez Romero Maria Teresa	05	Laundry Worker	07/12/2012 10
Gurrrola Maria D.	05	Laundry Worker	07/17/2012 10
Gomez Erma	08	Laundry Worker	08/22/2012 10
Conchas Marisol	50	Distributor	08/27/2012 10
Ogaz Patricia	45	Laundry Worker	08/28/2012 10
Arechiga-Salinas Gisela	08	Laundry Worker	09/04/2012 10
Segura Gabriela	15	Office Manager	09/13/2012 10
Hyberg Scott	08	Corporate Sales Rep	09/17/2012 10
Garcia Ruben	02	Asst General Manager	09/24/2012 10
Gil Jeny Dayanira	00	HR Operations Manager	11/12/2012 10
Lopez Blanca E.	10	Office Manager	12/11/2012 10
Garcia Jr. Pedro J.	51	Route Manager	12/24/2012 10

## 5 YEARS

NAME	PLANT	JOB TITLE	HIRE DATE / YEARS	
Baker Scott	Bryce Xavier	30	Cust Sales Trainee	01/09/2017 5
Elizondo Luis Alfredo	05	Relief CSR	01/09/2017 5	
Aguayo Ramos Maria Del Rosa	23	Laundry Worker	01/11/2017 5	
Castillo Javier	07	Qual Assur Supervisor	01/12/2017 5	
Velazquez Lozada Adriana Eridu	07	QA Technician	01/12/2017 5	
Comer Jana N.	00	Vice President of Finance	01/16/2017 5	
Mena Pedro Armando	00	Corp Prod Mgr	01/16/2017 5	
Martinez Miguel A.	08	Mechanic	01/23/2017 5	
Tirado Serna Antonio	02	Washer	02/03/2017 5	
Aguija Valdes Joaquin	50	Washer	02/06/2017 5	
Gallardo Rendon Irwin Adan	03	Customer Sales Rep.	02/06/2017 5	
Kiley Adriana	07	Order Fulfillment Oper	02/08/2017 5	
Gonzalez De Martinez Zapopan	50	Distributor	02/20/2017 5	
Flores Solis Leonardo	08	Laundry Worker	02/27/2017 5	
Maldonado Carrasco Anel	60	Qual Assur Backup	03/02/2017 5	
Gaytan JR. Jose Antonio	51	Customer Sales Rep.	03/06/2017 5	
Guarnotta Nicole A.	13	Corporate Sales Rep	03/20/2017 5	
Urias Maria Antonia	80	Laundry Worker	03/21/2017 5	
Perez Echemendia Marlene	70	Distributor	03/27/2017 5	
Morales Alejandro M.	08	Customer Sales Rep.	04/03/2017 5	
Scott Torey Terrell	75	Route Manager	04/10/2017 5	
Vargas Martin A.	15	Customer Service Rep.	04/10/2017 5	
Pacheco Juan Carlos	13	Production Manager	04/17/2017 5	
Avila Patricia	02	Production Manager	04/24/2017 5	
McKown James Garth	60	Maintenance Supv	04/24/2017 5	
Petrovitch Michael B.	15	Sales & Service Manager	04/24/2017 5	
Carranza Escobar Maria Delia	70	Laundry Worker	04/27/2017 5	
Tirado Eric Raul	02	Production Manager	04/28/2017 5	
Cervantez Oscar	07	Production Supervisor	05/01/2017 5	
Torres Guadalupe C.	06	Laundry Worker	05/08/2017 5	
Portillo Edgar Doral	07	Order Fulfillment Oper	05/09/2017 5	
Lowery Eric Glynn	54	Route Manager	05/22/2017 5	
Rachels III Emmett Charles	83	Customer Sales Rep.	05/30/2017 5	
Sanchez Zoila E.	23	Laundry Worker	06/09/2017 5	
Castellon Erick	06	Sales & Service Manager	06/12/2017 5	
Lorenzo Castillon Lorena	09	Laundry Worker	06/12/2017 5	
Branciforte Vincent James	00	District Sales Manager	06/19/2017 5	
Morales Jennifer S.	07	QA Technician	06/19/2017 5	
Diego Mateo Prisila	60	Laundry Worker	07/18/2017 5	
Manjarrez Guadalupe A.	15	Laundry Worker	07/18/2017 5	
Mejia Rodarte Francisco	02	Line Driver	07/18/2017 5	
Acuna Gladys Janeth	10	Laundry Worker	07/25/2017 5	
Bernales Carmina S.	60	QA Technician	07/28/2017 5	
Lorenzo De Gonzalez Liliana	08	Laundry Worker	08/02/2017 5	
Torbett Jonathan David	85	Corporate Sales Rep	08/07/2017 5	
Gudiel De Rodriguez Luisa	60	Distributor	08/14/2017 5	
Palomarez Selina F.	18	Office Clerk	08/28/2017 5	
Bautista Elba	10	Laundry Worker	09/05/2017 5	
Giron Cortes Elisa	60	Garment Coordinator	09/05/2017 5	
Valencia Paredes Mayra L.	23	Laundry Worker	09/05/2017 5	
Nimri Sami Kamal	02	Laundry Worker	09/06/2017 5	
Sanchez Luis Gilberto	03	Customer Sales Rep.	09/18/2017 5	
Alcaraz Julieta	60	Laundry Worker	09/25/2017 5	
De Los Santos Cesar Walasky	71	Garment Coordinator	09/25/2017 5	
Dominguez Crisanto Guadalupe	60	Laundry Worker	09/25/2017 5	
Morales Eduardo J.	22	Customer Sales Rep.	09/25/2017 5	
Garcia Chaparro Maria E.	60	Laundry Worker	10/09/2017 5	
Gomez Cazarez Laura Isabella	60	Distributor	10/11/2017 5	
Meza Barraza Efre	10	Plant Manager	10/16/2017 5	
Castillo Zapata Angela Rosa	50	Laundry Worker	10/23/2017 5	
Encinas Jimenez Mirna	23	Distributor	11/06/2017 5	
Sandoval Maria Del C.	23	Laundry Worker	11/06/2017 5	
Laris De Ruvalcaba Maria Isaura	06	Laundry Worker	11/09/2017 5	
Cruz Morales Karla D.	07	Assistant QA Supv	11/20/2017 5	
Plascencia Guzman Irene	06	Laundry Worker	11/20/2017 5	
Birlew Richard Young	00	National Accts Exec	11/27/2017 5	
Dominguez Roldan Buenaventura A	08	Laundry Worker	11/27/2017 5	
Padilla III Daniel	51	Utility CSR	11/27/2017 5	
Ortega Lorena	23	Laundry Worker	11/29/2017 5	
Aguero Maria Cristina	50	Laundry Worker	12/04/2017 5	
Perry Jr John Daniel	09	Customer Sales Rep.	12/04/2017 5	
Calix Sanchez Smirna Loes	50	Laundry Worker	12/18/2017 5	
Chairez Edgard	26	Route Manager	12/26/2017 5	

**Happy**  
**Work Anniversary**  
**You are the best!**



# FEATURED CLEANROOM PLANT - LOS ANGELES, CA

## Prudential Cleanroom Services®



YEAR OPENED: 1960

CURRENT NUMBER OF EMPLOYEES: 100

CURRENT NUMBER OF ROUTES: 7

6948 Bandini Blvd., Commerce, CA 90040



**SANDRA MARTS** 07/11/11 *General Manager*

Sandra Marts began her Prudential career in 2007 in the Management Potential Training Program at the LA Cleanroom/Industrial Plants. After a year in the program, Sandra was promoted to Sales and Service Manager in Northern California, Prudential's Milpitas Cleanroom Plant. She spent about 3 ½ years enjoying the Bay Area and decided to take some time off to travel. When the General Manager position became open in 2011 at the LA Cleanroom, Sandra was contacted and has been here ever since. With 9 Outstanding Achievement Awards under her belt, she is proud of what her team has accomplished and will continue to lead her team to success. Sandra graduated from the University of California, San Diego, with a Bachelors of Arts in Communications. At the end of her senior year, she took a semester abroad to study at the University of Technology, in Sydney Australia. Sandra made some lasting memories and it fueled her passion to travel the world. In her personal life, Sandra is happily married to her husband of 9 years and loves to spend time with both her daughters (ages 5 and 7). They love to go to amusement parks, festivals, do other fun activities, and more importantly, eat good food.



**DARRELL ROBBINS**  
05/12/15  
*Plant Manager*

Darrell began his career with Prudential Cleanroom Services 7 years ago as Plant Manager of the Los Angeles Cleanroom, where he has enjoyed the success and teamwork of P15. Darrell has achieved the coveted Plant Manager of the Year Award twice, in 2016 and 2018. Prior to Prudential, Darrell worked as a General Manager and Director of Quality in the Defense and Aerospace Industry. To assist students in STEM (Science Technology Engineering Math) activities, Darrell mentors high school Robotics teams which include 1st Place at the Los Angeles Regional, Western States Regional, Asia-Pacific Invitational Tournaments, and Special Achievement Awards -World Championships. Darrell has 5 children, 5 grandchildren and is married to his wife Annette, for 41 years. In his off-time Darrell spends time at the range enjoying Hi Power and Across The Course Rifle Competitions.



**GABRIELA SEGURA**  
09/13/12  
*Office Manager*

Gabby Segura has been with the Prudential Family for 10 years. She started as an Office Clerk and was promoted to Office Manager upon the retirement of her predecessor. Gabby loves vacationing in Las Vegas with her family. She is married and has a 4-year-old toddler named Gaby (not Gabriela). Gabby spends her time finding ways to entertain Gaby and her dog Kash (1 year old French bulldog).



**KIMBERLY PARKER**  
03/18/19  
*Office Clerk*

Kimberly Parker started as a temp in October 2018 and later being hired on as office clerk on 03/18/2019. Kim enjoys watching horror movies with her fiancé, Miguel, and trying new restaurants since they recently moved to Monterey Park, CA. She loves Harry Potter and all things Marvel. She's a cat enthusiast but loves all animals, having always been around them her whole life. Fun fact: Her parents have 10 cats, 4 dogs and a Macaw.

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

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

CONTRIBUTING EDITORS: Stephanie Leibick, Marketing Manager & Jerry Martin, Vice President of Sales & Marketing

LAYOUT & DESIGN: Stephanie Leibick, Marketing Manager - A special thank you to the team at the Featured Plant for submitting the plant's employee photos and Featured Customer information.

Please address all correspondence and address changes to: [StephanieL@prudentialuniforms.com](mailto:StephanieL@prudentialuniforms.com)

# LOS ANGELES CLEANROOM TEAM



**MYLES REUKEMA**  
01/05/04  
*Director of Cleanroom Sales*

Proud of the teamwork and synergy our Southern California State of the Art ISO Class 3 Cleanroom and what they have achieved for our customers and themselves. The best-in-class service and support they provide is nothing less than exceptional in meeting our customers' expectations, I'm always

proud and extremely excited when I have the opportunity to tour our potential and current customers through this amazing facility. I continue to find it very fulfilling helping people develop in their technical cleanroom knowledge and the strategic sales process; fortunately I support the very best in the industry.



**VIGNY SONZEU**  
10/19/15  
*Senior Account Executive*

Vigny Sonzeu joined Prudential Cleanroom Services in October 2015. Vigny quickly made his mark by earning the 2017 and 2021 Goldstar Awards, the 2017 and 2020 Annual Clean Pro Awards and a 4-time President's Club

member. Vigny is an honor graduate from the U.S. Navy Surface Warfare Officer's School, after graduating from the French Naval Academy. He also holds a Bachelor's degree in Mathematics. Vigny played rugby in France and enjoys running and mambo dance. Fun Fact: Vigny can eat almond cereals for breakfast and fish for lunch every day of the year.



**CRISTINA NEVARES**  
03/30/22  
*QA Supervisor*

Cristina Nevares, also known as "Stina," began her journey with Prudential in March 2022. In her personal time, she enjoys spending time with her 16-year-old son. They enjoy going to the movies, restaurants, the park, gym, cooking

together and much more. In her spare time, she likes taking dance classes, volunteering at shelters, mental health, and senior organizations. Cristina is continuing her education to pursue a Law Degree. She currently holds a Paralegal certificate. One quality attribute is her commitment to learning. She loves acquiring knowledge in all areas of life. Cristina is happy to have joined our team and is looking forward to what the future holds for her here at Prudential.

## VALUABLE LEADERSHIP!



**XENIA MEDINA**  
06/20/12  
*Senior Sales & Service Manager*

Xenia Medina started with Prudential as a Quality Assurance Technician in 2012, where she quickly excelled and was promoted to Sales and Service Manager in 2013. Xenia was then again promoted in 2018 to Senior Sales and Service Manager, where she accomplished multiple years of high performing results and recognition of her Team Members in the Top Rankings. Prior to Prudential, she was a Pre-College High School Counselor and Teacher. Her passion to teach did not end there, Xenia nurtured that need by training the Company's MPTPs and new Cleanroom Sales and Service Managers. She loves to spend time with her husband of 12 years, Robert, two children, Bobby (6), Zoe (5) and Pitbull Duke.



**ERIK VARGAS**  
03/01/22  
*Sales & Service Manager*

Erik is a Southern California native and attended Cal State Dominguez Hills where he obtained his bachelor's degree in Psychology. His favorite sports team is the Los Angeles Laker's, and his favorite player is LeBron James. Whenever he has spare time, he enjoys going to the gym and watching UFC events with his friends on the weekends. Erik loves shoes and finds himself constantly adding new pairs to his collection. Erik also enjoys watching films and his favorite director is Christopher Nolan with The Dark Knight being his favorite film from all of Nolan's projects.



**JOSHUA MONTES**  
08/10/11  
*Sales & Service Manager*

Joshua Montes started with Prudential as a Customer Service Representative (CSvR) in 2011. He was then promoted to Route Manager and finally to a Sales and Service Manager. Josh has three children, two boys (22 and 19) and a girl (16). In his spare time Josh enjoys running, hiking, and going to concerts. He is a TRUE LA sports fan of the Dodgers, Lakers, Kings, and Raiders (since they were an LA team during his childhood).



**MICHAEL PETROVITCH**  
04/24/17  
*Sales & Service Manager*

Michael Petrovitch has a wife (Lizette) and two children (Dalila & Jasper), two cats, and some fish. He enjoys barbecuing on the weekends, home projects, Seinfeld reruns, and horror movies. He bought a bike to ride to work but still drives. Michael likes fast cars, guns, and expensive watches but he has none of these. When they get a chance, Michael and his family love to go camping, however, Michael is afraid of insects, wild animals, and the dark. He prefers temperatures below 70 degrees, so these recent summer heat waves have not been ideal. Two mottos he lives by are: "PIZZA IS LIFE" and "Pepsi no Coke."

# LOS ANGELES CLEANROOM TEAM



**JEREMIAH LOPEZ**  
01/25/21 *Route Manager*

Jeremiah Lopez started with Prudential in January of 2021. He excelled as a Customer Service Representative (CSvR) running the LA Cleanroom's San Diego route and was promoted to a Route Manager in April of 2022. He is married and is a father of five children. A Veteran of the U.S. Navy, Jeremiah loves to travel with his favorite places to visit being the Maldives, Singapore, and Tokyo. He enjoys working out, spending time with his kids, and attending Dodgers and Chargers games. Jeremiah is nearly done obtaining his MBA and plans to utilize his newfound knowledge to help with his growth within Prudential.



**RICHARD HERNANDEZ**  
12/09/16 *Route Manager*

Richard Hernandez joined Prudential as a Customer Service Representative (CSvR) in December of 2016 and advanced to Route Manager in May of 2021. When not on the clock, he likes long drives, playing video games and simply traveling with his family. He enjoys visiting San Diego with his wife and his two daughters, ages six and three. Richard is no crazy sports fanatic but from time to time, he does enjoy watching a soccer or baseball game. His favorite teams are Mexico, USA, FC Barcelona and The Angels. Two fun facts about Richard: As a former barista and coffee lover, he has the ability of crafting a delicious espresso drink. The second being, carrying his skateboard in the trunk of his car for a quick cruise.



**YESICA PLASCENCIA**  
12/11/20 *Production Manager*

Yesica Plascencia joined the Prudential team in December 2020 as an order fulfillment clerk at the Cerritos Distribution Center. Yesica's talents were recognized early on where she was quickly promoted to Quality Assurance Technician then to Production Supervisor. When there was an opening for a Production Manager in the LA Cleanroom, Yesica applied and was interested in learning about Prudential's Cleanroom division. Yesica's leadership has been a great fit in the LA Cleanroom and she has enrolled in classes to further her education and growth with Prudential. When she is not working, Yesica loves spending time with her 10 year old daughter Jaylee and her husband Javier.



**ELPIDIA VERDUZCO**  
03/07/77  
*Production Supervisor*

Elpidia Verduzco has two adult children who work as public servants. One works in law enforcement and the other is a School Psychologist. Elpidia has been blessed with two grandchildren, John and Vivi, and two dogs, Drago, and Perla. Elpidia is a passionate, albeit long suffering Dodger fan. She loves to travel and has been to various countries and experienced vast cultures. She especially enjoys trying the different cuisines. She is excited to continue traveling all over the world. Additionally, she enjoys going on long walks outdoors. In the future, she would like to help promote cancer awareness, specifically in children. Currently, she supports the St. Jude's organization but would like to continue to help fund raise in hopes of finding a cure.



**LILIA VILLANUEVA**  
05/11/93  
*Production Supervisor*

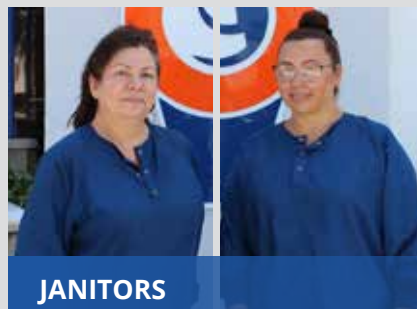
Lilia Villanueva has been with the company for 29 years. She started as a production employee and showed leadership in the Distribution department, where she was promoted to Production Supervisor. During her free time, she likes to rest at home with her family.



## CUSTOMER SERVICE REPRESENTATIVES

*Left to right:*

- JUAN GARCIA** 03/31/22,
- GABRIEL RAMIREZ** 09/18/07,
- MARTIN VARGAS** 04/10/17,
- MAYOWA AKINLEYE** 06/06/22,
- YESENIA RODRIGUEZ** 07/06/21,
- FRANCISCO TRUJILLO** 02/16/04.



## JANITORS

*Left to right:*

- LINDA PEACE** 07/24/06,
- LILIANA ALTAMIRANO** 04/03/12.



# LOS ANGELES CLEANROOM TEAM

## TEAMWORK!



*Left to right:*

**ELIZABETH CASTILLO**

11/21/11

QA Technician

**FABIOLA ALCANTAR**

08/03/93

QA Technician

**QUALITY ASSURANCE TEAM**



*Left to right:*

**MARIA ROJAS** 09/01/00,

**NANCY DIAZ** 02/01/21,

**ROSA CABRALES** 01/31/97,

**RAQUEL RAYO** 11/30/20,

**EBELIA ARELLANO** 08/03/92,

**ZINA TAPIA** 07/12/16,

**ROSA OROZCO** 05/01/15,

**ALFREDO ESTRADA** 06/10/09,

**MARIA ESTRADA** 01/20/98.

**CLEANROOM LAUNDRY SOIL SORT TEAM**



*Left to right:*

**IVAN GOMEZ** 10/25/21,

**JESUS CERVANTES** 10/18/02,

**ERNESTO AVILA** 11/15/21,

**FERNANDO ESTRADA** 01/31/05.

**CLEANROOM LAUNDRY WASHER TEAM**

# LOS ANGELES CLEANROOM TEAM



*Left to right:*

**YOLANDA BANUELOS** 09/28/15,  
**BEATRIZ MORONES DIAZ** 03/21/19,  
**GABRIELA RODRIGUEZ** 06/03/19,  
**MELANIE TORRES** 11/20/20,  
**HILDA MEZQUITA** 10/17/90,  
**ANA MACIAS** 09/24/90,  
**VICTORIA FONSECA** 08/18/87,  
**MARIA GARCIA** 06/14/00,  
**REINA AGUILA** 02/01/10,  
**JANETH BELTRAN** 02/19/21,  
**TERESITA HERNANDEZ DE VAZQUEZ** 05/09/07,  
**MARIA PERAZA** 11/12/92,  
**EDELMIRA OSEGUERA** 05/09/07,  
**BEATRIZ GONZALEZ** 11/16/09,  
**CARLOS TELLEZ** 08/08/22.

## CLEANROOM LAUNDRY FOLDING TEAM



*Left to right:*

**GLORIA MAGANA** 11/16/15,  
**AMADA CABRERA DURATE** 05/03/21,  
**ANGEL MUNGUIA** 08/22/22,  
**ANA CAMPOS** 05/05/93,  
**ELSA INIGUEZ** 02/01/10,  
**MARIA MURILLO** 04/08/91,  
**JESUS ALCANTAR** 11/23/09,  
**RICARDO RIVERA** 08/01/22,  
**JOSEFINA BARON** 01/17/05,  
**JUAN MEZA** 06/13/22,  
**CINTHIA RUIZ** 08/15/11.

## CLEANROOM LAUNDRY DISTRIBUTION TEAM



*Left to right:*

**MABEL VAZQUEZ BERMEJO** 11/28/11,  
**BEATRIZ CASTRO** 06/04/07,  
**HERNA MEJIA** 06/14/22,  
**LUZ MARTINEZ** 05/22/00.

## CLEANROOM LAUNDRY STOCKROOM TEAM

# LOS ANGELES CLEANROOM TEAM



**ALEXANDER ZARATE**  
05/03/21  
*Maintenance Supervisor*

Alexander joined the Prudential P15 team in May 2021 as a Maintenance Supervisor. Alexander stays busy with maintenance and safety projects around the plant and is part of the Plant's Steering Safety Committee, Safety Workers Active Team (SWAT). When he is not at work, Alexander likes to stay active. You can find him paddleboarding at Corona del Mar often or going on a nice hike in the Angeles National Forest. When he is in a relaxing mood, he likes to stay home and watch movies. He also loves to cook, especially to make his own salsa that he likes to share with family and friends. When he really needs to relax, his 2 favorite go to places on earth is Kauai and Lake Tahoe.



**ALEJANDRO MURILLO**  
02/13/18  
*Maintenance Mechanic*

Alejandro joined the maintenance team here at Prudential on February 13, 2018. He graduated from National Tooling and Machining Association (NTMA) with a major in pipefitting. Alejandro started at the Carson Industrial plant and transferred over to the LA Cleanroom in 2021. He enjoys watching sports such as boxing, the Dodgers and Lakers and going to BBQs on the weekends with family and friends. Alejandro likes to travel on vacations to destinations like Cabo and Guadalajara to enjoy time off by eating good and being around good people.

## MAINTENANCE TEAM

# GREAT TEAM!

### LEARN MORE ABOUT THE LOS ANGELES AREA:

Lawss AN-j-l-s; lit. 'The Angels', often referred to by its initials L.A. is the largest city in the state of California and the second most populous city in the United States after New York City, as well as one of the world's most populous megacities.

Los Angeles is the commercial, financial, and cultural center of Southern California. With a population of roughly 3.9 million as of 2020. Los Angeles is known for its Mediterranean climate, ethnic and cultural diversity, Hollywood film industry, and sprawling metropolitan area.

The city of Los Angeles lies in a basin in Southern California adjacent to the Pacific Ocean extending through the Santa Monica Mountains and into the San Fernando Valley. It covers about 469 square miles (1,210 km<sup>2</sup>) and is the seat of Los Angeles County, which is the most populous county in the United States with an estimated 9.86 million as of 2022.

Los Angeles has a diverse economy, and hosts businesses in a broad range of professional and cultural fields. It also has the busiest container port in the Americas. In 2018, the Los Angeles metropolitan area had a gross metropolitan product of over \$1.0 trillion making it the city with the third-largest GDP in the world, after New York City and Tokyo.

Los Angeles hosted the 1932 and 1984 Summer Olympics and will host the 2028 Summer Olympics.



Source: Wikipedia

# LOS ANGELES CLEANROOM PLANT FEATURED CUSTOMER...



business partner. Without delay, we were able to both juggle in maintaining current demands while at the same time, expand our current cGMP manufacturing capabilities to meet the increased demands.

Nonetheless, and in part due to Prudential's Sandra Marts and the rest of her team at the Commerce plant, advancing patient health has been a smooth journey. Many of the products we make are listed on the FDA's Drug Shortage List, meaning that the overall market with our competitors have faced difficulties in supplying patients with the Critical Care Drugs that patients desperately need. Thanks to Prudential's steadfastness, we have been able to consistently supply patients in need of these medicines.

The Commerce Plant should stand proud that their impact has helped played a pivotal part in many patient lives. We look forward to cultivating several more years of opportunities to come.

On behalf of International Medication Systems, Ltd. (IMS) and Amphastar Pharmaceuticals Inc., we are proud to partner with Prudential Overall Supply and Cleanroom Services. Prudential has played a pivotal role in our development and manufacture of sterile injectable, topical, and inhalation pharmaceutical products as a whole business unit.

Many of our products are Critical Care Drugs (CCD) and have become the industry standard due to our innovation in prefilled disposable syringes. As a result, acting as a combined business unit with all our facilities, we supply our nation's emergency room crash carts with several lifesaving medications such as epinephrine, atropine, naloxone, and many more – just to name a few – in addition to our inhalation products such as the only FDA approved Over-the-Counter (OTC) asthma inhaler, Primatene Mist®.

As IMS is located in South El Monte, CA, Prudential's impact carries far and wide to our headquarters and parent company facilities, Amphastar Pharmaceuticals, where several other innovating drugs are researched, developed, and manufactured.

Where often the supply chain has often been constrained in the midst of the COVID-19 pandemic and its continued lingering ripple effects, Prudential has been a reliable and vital



Jin Yao Ma,  
General Manager,  
International Medication Systems, Ltd.

CUSTOMER SINCE: **2010**



## About Us

International Medication Systems, Ltd. (IMS) is located in South El Monte, California. It is a cGMP manufacturer of sterile injectable pharmaceutical products. The sterile injectables are configured in vials, syringes, and prefilled syringes.

IMS aseptic and topical product filling suites for vials and prefilled syringes are equipped with high-speed filling machines.

IMS is supported by on-site microbiology, chemistry, plastic molding, and rubber molding plants. These resources allow IMS to design, manufacture, assemble, and fill drug delivery systems at one location.

As the innovator of Critical Care drugs (CCD) in prefilled disposable syringes, IMS CCD products have become the industry standard supply for emergency use.

Amphastar acquired IMS from Medeva, UK, in 1998.

## CURRENT PRUDENTIAL PRODUCTS PROVIDED:

- Coveralls
- Hoods
- Boots
- Sleeves
- Goggles





**PRUDENTIAL  
THANKS YOU FOR  
YOUR BUSINESS!**

**XENIA MEDINA** (06/20/2012) Sr. Sales & Service Manager, **SANDRA MARTS** (07/11/2011) General Manager, **FRANCISCO TRUJILLO** (02/16/2004) Customer Service Representative and the IMS team.



**FRANCISCO TRUJILLO** (02/16/2004)  
Customer Service Representative  
Proud to service IMS with all their cleanroom product needs weekly.

# CENTURY INITIATIVE

## THE PRUDENTIAL CENTURY INITIATIVE



The Company's 90th anniversary was this April 11th and we are grateful for the contributions from the past and present employees that have helped us reach this significant milestone.

As I enter my third year as CEO, I am excited to announce a recent Company initiative to help develop and define the Company's strategic vision for the short and long term. This program is called the Century Initiative.

The Century Initiative is a strategic approach to help facilitate ideas and execute on those ideas. It is based on four pillars that are the focus for all strategic decisions: It asks how does a potential initiative impact our Customers, Employees, Reputation and Expectations?

This is a call to action for ideas! What do you think we can do to improve our Company? Sometimes small adjustments contribute to large returns. So, all ideas are welcome big and small. We are looking for ideas that identify and focus on opportunities to evolve our customer experience, employee development, national reputation, and financial results. Prudential created a 1 million dollar budgetary amount to fund Century Initiative projects this year. We want to spend the money on good ideas!

Should you choose to play a role in the development of ideas, please send to your General Manager, Department Manager, or me directly. These ideas are fed into the Strategic Planning Committee who represents each department and division of our Company. All ideas will be reviewed and your contributions will be recognized.

Thank you for your ideas that help make Prudential strong and a great place to work!

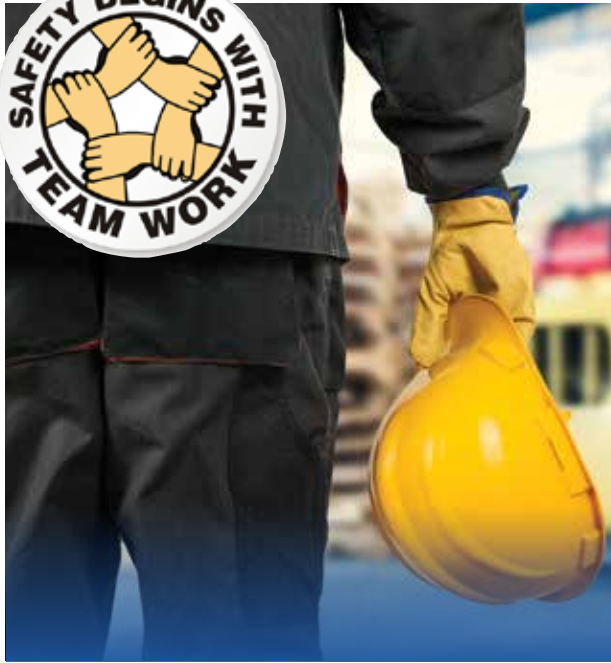
Contact the Human Resources Department for the SharePoint link.

**Century Initiative Purposes**

- Century Initiative is a strategic approach to building a process that facilitates ideas and executes on those ideas to make us a stronger Company
- 11 members representing each department & division of our Company sit on a Committee that provides oversight
- Identify and focus on opportunities to evolve our customer experience, employee development, national reputation, and financial results
- Inform our capital planning process to ensure we prioritize the best opportunities
- Maintain alignment and understand progress of the ongoing initiatives
- Understand the effectiveness of previous decisions and how we can continue to improve our decision capabilities



<p><b>Customer</b></p>	<p><b>Create lifelong partnerships by delivering flawless customer experiences through perfect deliveries, transparency and integrity</b></p> <ul style="list-style-type: none"> <li>Provide an error free customer experience</li> <li>Earn customer trust by being transparent about our capabilities backed with validated metrics</li> <li>Achieve customer growth and retention through reliability, quality, and innovation</li> <li>Maintain a sustainable quality advantage, driven by ISO standards and strict QA measures</li> </ul>	<b>Customer Retention</b>
<p><b>Employee</b></p>	<p><b>Develop rewarding lifelong careers by empowering people with the training, tools, information, and experiences to thrive</b></p> <ul style="list-style-type: none"> <li>Develop all team members to achieve their full potential</li> <li>Surround our people with the best tools, information, and processes to be successful</li> <li>Ensure employee safety and wellbeing is an operating priority</li> <li>Cultivate a culture where we smile, laugh, and enjoy working together</li> </ul>	<b>Employee Satisfaction</b>
<p><b>Reputation</b></p>	<p><b>Preserve an exemplary reputation by demonstrating values that make people proud to work with Prudential</b></p> <ul style="list-style-type: none"> <li>We are a family operated company that's honest, ethical, and transparent</li> <li>We respect diversity of ideas, people, and beliefs</li> <li>Reinvest financial gains to the benefit of our customers and our people</li> <li>Demonstrate innovation and accountability as the industry's environmental leader</li> </ul>	<b>Net Promotion</b>
<p><b>Expectation</b></p>	<p><b>Sustain a results driven culture through strategic investment to ensure we thrive during our next 100 years</b></p> <ul style="list-style-type: none"> <li>Strategic investment in people, processes, and technology for lasting customer alignment and operational excellence</li> <li>Accelerate metric-driven continuous improvement to drive improved financial results</li> <li>Maintain financial discipline to invest in opportunities during any economic environment</li> <li>Sustain generational stability by evolving our products, services, and locations to meet customer needs and market conditions</li> </ul>	<b>Market Share</b>



## A MESSAGE ABOUT SAFETY...

As families and loved ones gather over the coming holidays, the Safety Department would like to extend our warmest thoughts and best wishes for a wonderful, safe holiday season to you and your family. It is the season for giving and there is no better gift than to be safe and surrounded by your loved ones. It has been a pleasure to partner with each one of you to accomplish our united goal of keeping everyone safe in the workplace, and we look forward to an even better year to come.

Keeping our employees safe is serious business, but it doesn't mean we can't make it interesting and fun! In honor of the World Cup of Soccer, Vista, Riverside, LA, Colonial, Austin, and Phoenix challenged their employees to complete safety projects for a chance to earn rewards and prizes. Each employee was assigned a team in the tournament to represent them as they completed projects to help improve their plant safety and health program and earn a free kick on goal for a chance of winning prizes. What an imaginative way to keep it fun and engaging for all, Thanks Guys!

Thank you to all our Prudential Overall Supply associates for all your hard work and for making Prudential not only a great place to work, but more importantly, a safe one as well.

Happy Holidays!

## 2022 SAFETY FAIR AT OUR LOS ANGELES CLEANROOM PLANT



## 2022 WORLD CUP SAFETY KICKOFF AT THE AUSTIN PLANT



# PLAY IT SAFE!

# TRAINING PROGRAMS AND EVENTS

## VARIOUS PRUDENTIAL TEAMS VISIT THE DISTRIBUTION CENTER



**QUALITY ASSURANCE TEAM**



**LOS ANGELES CLEANROOM TEAM**

Thanks again for taking the time to visit us at the DC, we appreciate you.



Thank you for taking the time out of your very busy 2022 QA Seminar to visit with us at the DC. We hope that you enjoyed the tour as much as we enjoyed having all of you here with us.



**RIVERSIDE TEAM**

We enjoyed touring the Riverside team around the DC so they could get a closer look at our operation first hand.



**OFFICE MANAGERS TEAM**

We were so honored to open our doors to all the Office Managers during their annual meeting. They conducted a tour of the DC to inform the team of our capabilities.

# LOOK WHO STOPPED BY!



# TRAINING PROGRAMS AND EVENTS

## PRODUCTION MANAGER BOOTCAMPS CONCLUDE...

Industrial



Cleanroom



We concluded our final Industrial & Cleanroom Production Bootcamps of 2022 in Milpitas, CA.

Both groups participated and completed the training of the many relevant topics pertaining to running an effective Production facility.

We would like to thank the contributing presenters and guests of this bootcamp with a special thanks to Team P09 in Milpitas for generously hosting the event.

We look forward to seeing the continued growth of this graduating class over the years to come.

Congratulations!

Please join us in congratulating completion from Industrial Bootcamp pictured above:  
**REBECCA KOURY** 06/24/91 Plant Manager (P22), Bootcamp Instructor,  
**GLEN WOODS** 07/11/16 Corp. Prod. Mgr. (P00), Bootcamp Instructor,  
**ROGELIO SERRANO** 07/26/10 Service Center Manager (P55),  
**PEDRO MENA** 07/11/16 Corp. Prod. Mgr. (P00), Bootcamp Instructor,  
**NIKOLAS CARRION** 11/17/21 Production Manager (P06),  
**MICHAEL JUSTICE** 11/15/21 Production Manager (P45),  
**CRISTHIAN VASQUEZ** 04/12/16 Asst General Manager (P07),  
**IVAN VALDEZ** 08/15/18 Production Manager (P04).

Please join us in congratulating completion from the Cleanroom Bootcamp pictured above:

**LAURIE LECAIR** 08/09/79 Plant Manager (P00), Bootcamp Instructor,  
**JOSH MILLER** 09/12/11 General Manager (P10),  
**EFREN MEZA** 10/16/17 Plant Manager (P10),  
**URIEL RODRIGUEZ MARENTES** 07/06/21 Production Manager (P70),  
**YESICA PLASCENCIA** 12/11/20 Production Manager (P15),  
**MOISES VENEGAS** 03/25/19 Asst General Manager (P70),  
**GRISelda CORONADO** 05/17/10 Production Manager (P23),  
**DONALD BARKER** 09/20/13 Plant Manager (P60),  
**KELLY TRAN** 01/04/16 Asst General Manager (P10).



Cleanroom Services Bootcamp was held at the Los Angeles Cleanroom Plant.

Left to right:

**SANDRA MARTS** 07/11/11 General Manager - Bootcamp Instructor P15,  
**XENIA MEDINA** 06/20/12 Sr. Sales & Service Manager - Bootcamp Instructor P15,  
**ROD HERNANDEZ** 03/12/21 Sales & Service Manager P10,  
**JORDAN KELLEY** 10/25/21 Sales & Service Manager Trainee P60,  
**SCOTT HAGEN** 08/02/21 Sales & Service Manager P10,  
**JOE SHARMA** 09/04/06 Director of Operations P00.

# TRAINING PROGRAMS AND EVENTS

## 2022 OFFICE MANAGERS MEETING



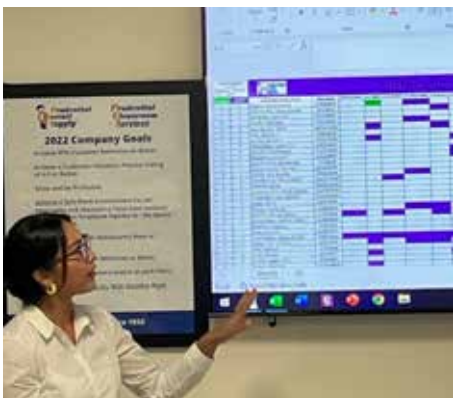
### OFFICE MANAGERS TEAM

Top row left to right:

**ROSY MAGANA** 06/07/93 Los Angeles Industrial Plant, **BLANCA LOPEZ** 12/11/12 Milpitas Cleanroom Plant, **MARIBEL AGUERO** 09/08/09 Austin Plant, **STEPHANIE GROVES** 11/06/19 Colonial Heights Plant, **CARLOS PANIAGUA** 08/05/19 Fresno Plant, **DANA HUSSEY** 07/26/04 Moorpark Plant, **PAMELA REDMAN** 11/29/21 Vista Plant, **VICTORIA LAUREANO** 08/16/21 Nashua Plant, **ANAHI CAMPOS** 11/12/18 Riverside Plant,

Back row left to right:

**JULIANA LOPEZ** 06/10/09 Mesa Cleanroom Plant, **ANA HERNANDEZ** 04/03/19 Irvine Plant, **FORMER EMPLOYEE** Carson Plant, **ANA MIRAMONTES** 01/05/15 Distribution Center, **SELINA PALOMAREZ** 08/28/17 West Sacramento Service Center, **TIFFANY SOTO** 10/08/07 Tucson Plant, **FORMER EMPLOYEE** Richmond Cleanroom Plant, **JOSIE MARTINEZ** 04/27/83 Phoenix Plant, **STACEY KOHLMAN** 04/13/98 Albuquerque Plant.



# TRAINING PROGRAMS AND EVENTS



**ANAHI CAMPOS**  
11/12/18  
Riverside, CA

**TEAMWORK!**



**ROSY MAGANA**  
06/07/93  
Los Angeles, CA  
Industrial



**ANA MARIA HERNANDEZ**  
04/13/19  
Irvine, CA



**ANA MIRAMONTES**  
01/05/15  
Distribution Center  
Cerritos, CA



**CARLOS PANIAGUA**  
08/15/19  
Fresno, CA



**CHERYL PAULSEN**  
03/14/22  
Milpitas, CA  
Industrial



**BLANCA LOPEZ**  
12/11/12  
Milpitas, CA  
Cleanroom



**PAMELA REDMAN**  
11/29/21  
Vista, CA



**GABRIELA SEGURA**  
09/13/12  
Los Angeles, CA  
Cleanroom



**DANA HUSSEY**  
07/26/04  
Moorpark, CA



**SELINA PALOMAREZ**  
08/28/17  
Sacramento, CA



**TIFFANY SOTO**  
10/08/07  
Tucson, AZ



**JULIANA LOPEZ**  
06/10/09  
Mesa, AZ



**JOSIE MARTINEZ**  
12/17/01  
Phoenix, AZ



**STACEY KOHLMAN**  
04/13/98  
Albuquerque, NM



**MARIBEL AGUERO**  
9/08/09  
Austin, TX



**VALERIA AREVALO**  
07/09/18  
Portland, OR



**SARAH MATTESON**  
10/31/22  
Richmond, VA



**VICTORIA LAUREANO**  
08/16/21  
Nashua, NH



**STEPHANIE GROVES**  
11/06/19  
Colonial Heights, VA



# TRAINING PROGRAMS AND EVENTS

## LATEST ADVANCED LEADERSHIP DEVELOPMENT PROGRAM (ALDP) GROUP



Left to right:  
**GLEN WOODS** 07/11/16 Corporate Production Manager, Corporate Office,  
**CLARISSA CORONA** 03/26/07 Accounting Manager, Corporate Office,  
**TONY CRENSHAW** 03/20/06 Asst General Manager, Las Vegas Service Center,  
**FORMER EMPLOYEE** Las Vegas Service Center,  
**MEERAJ MEHTA** 02/12/18 VP of Prod & Eng, Corporate Office.

Lets join together in congratulating our latest ALDP group which completed their week long Production training class at P13 Vista.

We look forward seeing how they apply their training to complement their present and future positions with Prudential Overall Supply.



# TEAMWORK!



## 2022 MANAGER POTENTIAL TRAINING PROGRAM (MPTP)

THE RIGHT CHOICE

### MANAGEMENT TRAINING PROGRAM



Fast-track your management career through several rotations in our exciting training program



Left to right:  
**BRANT SMITH** 11/29/21 Sales and Service Manager (P33),  
**SAMUEL LACKEY** 06/16/22 MPTP (P00),  
**JOSEPH STRICKLAND** 06/16/22 MPTP (P00),  
**AUSTIN MONSEY** 04/11/22 MPTP (P00),  
**JUSTIN GONZALEZ** 02/28/22 MPTP (P00),  
**FORMER EMPLOYEE** pictured,  
**ERIK VARGAS** 03/01/22 Sales and Service Manager (P15),  
**SERGIO MEDINA** 05/24/22 MPTP (P00),  
**MASON MATSUMURA** 05/31/22 MPTP (P00),  
**BRYAN LACY** 11/01/21 Sales and Service Manager (P54),  
**CRISTAL CAZAREZ** 06/13/22 MPTP (P00),  
**LAWSON HALL** 06/17/22 Sales and Service Manager (P13),  
**FORMER EMPLOYEE** pictured,  
**ULISES LEAL** 05/12/22 Sales and Service Manager (P03),  
**KATIE VO** 05/23/22 MPTP (P00),  
**ALEX PONCE** 03/31/22 MPTP (P00).



MANAGEMENT TRAINING PROGRAM	CANDIDATE QUALIFICATIONS	PROGRAM HIGHLIGHTS
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The Management Potential Training Program is designed to attract and develop future managers and leadership at Prudential Overall Supply. Primary areas of interest as future managers include Service Management, Production Management, careers in Sales or Sales Management, General Management or Corporate roles. The selected candidates will receive approximately 12-months of rotational learning opportunities that will accelerate their ability to understand Prudential Overall Supply and prepare them for management and leadership opportunities in our industries.

Participants will gain an understanding of the full operations within three key areas that include production, service and sales. In addition, you will also gain valuable industry knowledge and guided training in management and leadership principles.



#### Be a part of Prudential's History

- Previous work experience in service, sales or operational roles
- Mobile with ability to move to other locations as needed
- Clean driving record
- Ability to work in an industrial setting
- Excellent written, interpersonal and customer facing skills
- Potential travel
- Desire to lead others
- Demonstrated ability to understand business results

- Fast-track growth and development
- Hands-on learning in a structured format
- Collaborate with peers in this program from across the U.S.
- Program mentor provided
- Diverse rotation assignments
- Ongoing in-class and virtual training with other program participants
- Senior leader exposure and visibility

#### Competitive pay and great benefits:

- Medical
- Dental
- Vision
- 401(K)
- Profit Sharing
- Tuition Reimbursement
- Paid Holidays
- Paid Vacations
- Car Allowance (certain positions)
- Life Insurance
- Disability Insurance

## 2022 PLANT MANAGER PRODUCTION MEETING



Plant Managers meeting partially conducted at the Corporate office 8/23 - 8/25 2022

Thank you for participating in the 2022 Production Seminar. This year Production and Engineering changed the format a little by having the plant managers spend one day participating on a workshop on site at plant 13 Vista (for Industrial and combo plants) and at plant 15 Commerce (for Cleanroom plants). During the workshop we had several suppliers and vendors guide the team on the floor on topics relating to equipment and how they impact our production. Additionally we also spent two more days listening and sharing ideas on safety, leadership, continuous improvement, hiring, managing our day to day operations and LCV.

Production and Engineering would like to give special thanks to the teams at Plant 13 Vista and Plant 15 Commerce for hosting the workshop. Both plants excelled hosting the event and providing 5 star service.



Pictures of the plant management group as well as the winners of our team building activity. Team 1: Ana O. (P23), Manuela M. (P71), Efren M. (P10), Juan R. (P50), Robert H. (P07), and Rebecca K. (P22) won by successfully completing all puzzles as a group and escaping The Curse of The Black Knight escape room challenge!

# TEAMWORK!



## INTRODUCING OUR NEW MENTORING ACHIEVES PATHWAYS TO SUCCESS (MAPS) PROGRAM



Mentoring is a process in which an experienced individual helps another person develop specific skills and knowledge through a series of one-on-one conversations where the mentor, shares experiences and information focus on the growth and development objectives of the Mentee.

First cohort started on July 2022 and finishes on December 2022. Next cohort will open January 2023!

### MAPS Purpose Statement

Living by our mission statement to develop all team members to achieve their full potential.

We created MAPS program to accelerate the professional development of the mentees.

### Testimonial Quotes

**ADRIANA MARTINEZ** 05/19/21, Colonial Heights  
Quality Assurance Supervisor - Mentee

*I feel as if I didn't have the MAPS program I would have been lost and wouldn't have known where to start. I choose Erika Contreras as my mentor without knowing anything about her. As soon as we met the first time via Zoom, we clicked. She is always there to answer any questions or concerns I may have.*

**KELLY TRAN** 01/04/16, Milpitas Cleanroom  
Assistant General Manager - Mentee

*I enjoy being able to bounce ideas with you to help resolve issues I'm currently dealing with.*

**ERIKA CONTRERAS** 03/17/14, Vista Plant  
Quality Assurance Supervisor - Mentor

*To be honest, I was very nervous to do it. I wasn't sure I was qualified to be a mentor, I thought it took many years of experience in a position to do it and many other qualifications, but I'm very glad I accepted.*

*These past few weeks I've been working with my mentees have been very rewarding. Even though it hasn't been that long, I am already seeing positive results in my mentees. It's exciting to see my mentees progress because of my support!*

**JOSH MILLER** 09/12/11, Milpitas Cleanroom  
General Manager - Mentee

*Being in the mentor program has been beneficial to me for a couple of reasons. It is valuable to have a mentor who has continued success in the company. I can discuss issues and/or concerns I am experiencing, and we can talk through those issues and brainstorm together to arrive at a favorable outcome. I have also found value in our shared experiences to know that I am not the only person/GM who is going through a tough issue. I look forward to continuing to grow and learn from Sandra to help me be the best GM I can be.*

**DAVID WALKER** 03/21/16, Colonial Heights  
Sales & Service Manager - Mentee

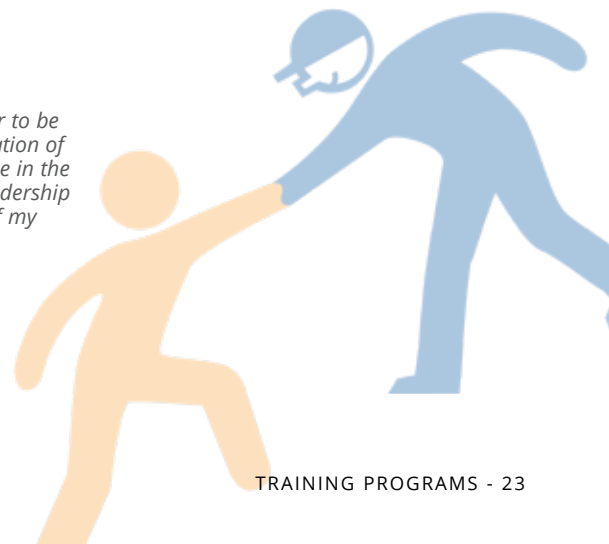
*I chose Sergio Lopez as my mentor because I have worked with Sergio in the past when I was a CSR. He taught me so much about Prudential and becoming a successful employee. I have since been promoted to route manager and now a Sales and Service Manager. The MAPS program is a great way to help develop skills and knowledge on getting prepared for the next step in my career.*

**MICHELLE GARNER** 12/12/16, Portland  
General Manager - Mentee

*Dana McCallister has been an excellent resource to help me continue to grow and learn in my role as General Manager. Not only has she been someone who has listened to my concerns and helped me to figure out solutions, but she has also shared some of her experiences with me, which has helped me to become a better General Manager and leader of my team. Having a mentor with experiences that I have not yet had helps me prepare for the future and allows me to have a direct line to someone I respect as a mentor and as my peer!*

**MOISES VENEGAS** 03/25/19, Richmond  
Assistant General Manager - Mentor

*I am grateful to be part of Prudential's mentorship program, it is a great honor to be selected and help guide the next generation of leaders in this company. During my time in the program, I was able to fine tune my leadership skills and most importantly, the skills of my mentees.*



# NEW ASSIGNMENTS & PROMOTIONS ...



**ANA SORIANO**  
09/26/22  
*Receptionist*

It is our pleasure to announce that Ana Soriano, who came on

board as a temporary Receptionist in June, has accepted an offer to become Prudential's full-time Receptionist. During the past few months Ana has proven to be a hard and dedicated worker and is an asset to the company.

Stop and say hello next time you're at Corporate Services, we look forward to having her as an official member of the Team!



**DAISY ALMODOVAR**  
11/10/20  
*Buyer*

Please join us in congratulating Daisy Almodovar on her promotion to Buyer. Daisy started as the Receptionist at Corporate Services and joined the Procurement Team in March 2021. Daisy's experience as an Assistant Buyer and supporting the Garment Helpdesk provided her the opportunity to become our new Industrial Garment Buyer. When Daisy is not working, she enjoys the outdoors and scary movies. Recently, Daisy had her first family trip to Mexico and they are looking forward to their next adventure. Congratulations Daisy!

## YOU ARE VALUED!

## GREAT TO HAVE YOU ON OUR TEAM!



**EFREN MEZA** 10/16/17  
*Plant Manager*

Please join us in congratulating Efren Meza on his promotion to Plant Manager at the Milpitas Cleanroom! Efren first joined Prudential in 2009 at Plant 09 working on the dock loading/unloading. Shortly after, Efren transferred to Plant 10 as a Wash Operator. In 2017, Efren transferred back to P09 as a CSR relief driver. Shortly after, Efren earned his own route which primarily serviced the San Francisco area. Four years later and with interest in progressing his career and he was promoted to Production Manager. In January 2022, Efren took the promotion to Plant Manager Trainee after learning and growing the his Production Manager role under the guidance of the P10 team. In the short time since that promotion Efren has shown drive and determination to learn his position as a Plant Manager Trainee. Efren has continued his growth and he is ready for the next step in his career as a Plant Manager. Efren has been with his wife, Gwen, for 16 years and is father to his daughter Dayanara (15) and son Elias (11). In their free time they enjoy doing events together such as bowling, catching a concert, off-roading with friends or even catching a Giants game.



**BRANT SMITH** 11/29/21  
*Sales and Service Manager*

Please join us in congratulating Brant Smith as he has accepted his promotion to Sales and Service Manager Trainee in the Denver Cleanroom. (P33) He began his career with Prudential in the MPTP training program in 2021 where he spent time in both the Mesa Cleanroom and Phoenix Industrial plant. Brant looks to help with the continued growth of the Denver cleanroom Service Center as well as Prudential as a whole. Brant has a Bachelor of Science Degree in Management from Arizona State University and has many years of leadership experience in the rental car industry. In his spare time, Brant enjoys spending time with his son Logan (8), a very active young man. He also enjoys hiking, mountain biking, traveling, or just relaxing and watching a good movie. Brant is an Arizona Native and looks forward to living in Denver and all the new experiences it will bring. He is excited to get a break from the heat and enjoy cooler summers from now on.



**ERIC TIRADO**  
04/28/17  
*Sales and Service Manager*

Please join us in congratulating Eric Tirado on his promotion to Sales and Service Manager here in Riverside. Eric started his career with Prudential in April of 2017 in our production department sorting soil and the mat lay-out. In less than a year, he was promoted to the wash floor where he excelled and helped improve the wash floor efficiencies. After just over a year in production, Eric was promoted to a Utility CSR for a few months before getting his own route. Once he had his own route, he challenged himself immediately and his goal was to be part of the \$19.32 Club which he accomplished in 2019, 2020, and 2021. It's no wonder that we decided to promote him again to the Production Manager position in January 2022. He learned the production PPOH board very quickly and is now hosting the wash floor PPOH meetings. Eric will continue to support production until the end of this year before moving into his new role as SSM in January 2023. In his spare time, you will catch Eric and his girlfriend either at a Dodger game or at a Lakers game as they are huge fans of both teams. When they are not at the games, they enjoy taking hikes and when it's warm out, they love going to the local beaches. Fun fact about Eric is that eight members of his family work at Prudential between Riverside and Vista plant. Jokingly he states that if he had older siblings they would also be working at Prudential.





**ERIK VARGAS** 03/01/22  
*Sales and Service Manager*

Please join us in congratulating Erik Vargas in his promotion to Sales and Service Manager Trainee at LA Cleanroom. Erik started with Prudential March of this year as an MPTP (Management Potential Training Program). Prior to Prudential, Erik's experience consisted of retail sales and retail management. He graduated in 2018 from CSUDH (California State University Dominguez Hills) with a Bachelors in Psychology. In his spare time, he enjoys weight lifting, basketball (GO Los Angeles Lakers), and watching movies. His favorite film director is Christopher Nolan and his favorite movie is The Dark Knight. Erik will continue his training with industrial until July 1st then begin working with our Sr. Sales and Service Manager, Xenia Medina, helping service customers up the beautiful coast from Malibu to Goleta and around the Valley. We are excited to see your growth Erik and congrats on your new position!



**JAIME OSORIO** 08/31/09  
*Sales and Service Manager*

Please join us in Congratulating Jaime Osorio in his promotion to Sales and Service Manager here in Vista. Jaime started his Career with Prudential Overall Supply on August 31, 2009, as a CSR in the Riverside Plant. Jaime oversaw one of the biggest key accounts for eleven years as well as running and growing a full route where Jaime consistently made 1932 club. Jaime would often help train new CSR's and help fellow new hires with advice in all aspects of service and sales. Making his new position a perfect fit. In April 2022, Jaime was promoted to Production Manager at the Vista Plant, where he quickly adapted and excelled in his new position. His main functions were to oversee the complete process of receiving, sorting, washing, and shipping the towels for the Vista, Chula Vista, Riverside, Carson, Commerce, and Irvine plants. He was also responsible for updating and setting short term goals at the PPOH Board every two hours, while maintaining a great and open relationship with all Plant and Production Managers.



**JESUS MALAGON** 07/05/16  
*Sales and Service Manager*

Please join us in congratulating Jesus Malagon on his promotion to Sales and Service Manager Trainee at Plant 5 here in Commerce! Jesus started his Prudential journey six years ago in the production department at the Los Angeles Cleanroom. He was then promoted to CSVR and assigned to Route 77. After a year, he was again promoted to Route Manager at plant 15. Jesus decided to transfer to plant 5 as a Route Manager to learn the industrial side of the business and immediately impacted the fleet scorecard. He also began overseeing a district during the absence of one of our SSMS, keeping the team on task and managing customer communication. When not at work, Jesus loves spending time at home with his girlfriend watching television shows and playing video games together. They also enjoy exploring LA and finding unique restaurants and social spots throughout the city. Congratulations Jesus! We are excited to be a part of your next chapter with Prudential!



**JOSEPH JEFFERS** 02/21/22  
*Route Manager*

Please help us by welcoming Joseph "Joe" Jeffers as the Route Manager at the Plant 70 Cleanroom. Joe Jeffers comes to us with a background in route management having spent a number of years working for a cash collection & management company. A little about Joe, in his spare time he enjoys helping his girlfriend run a pop up retail business at local farmers markets. He also is an expert drone pilot (based on his footage, his expert maneuvering is very impressive). While not helping with the pop up business or flying his drone Joe enjoys traveling, listening to music and spending time with his dog Luna. We are excited that Joe joined the Prudential team, he is doing an awesome job so far! Congratulations Joe, we're happy to have you on the team!



**KEITH CASE** 09/09/02  
*Service Center Manager*

Please help us congratulating Keith on his promotion to P83 Greenville Service Center Manager! Keith started his Prudential journey back in 2002 as a CSR at Moorpark (P17) running an overnight route up California's Central Coast. A year later, he was promoted to Route Manager then became the Service Center Manager in Las Vegas. After transferring back to Moorpark in 2008, he has spent time in the roles of CSR, Route Manager, and Sales & Service Manager. Keith and his wife, Lisa, are looking forward to their new adventure in South Carolina, exploring the Deep South and fishing all its various lakes. With two kids in college, at University of Oregon (Go Ducks!) and Boise St. (Go Broncos!), These empty-nesters, who are avid sports fans, will try to trade their Dodger Blue for Carolina Blue and Clemson Orange.



**LAWSON HALL** 06/17/22  
*Sales and Service Manager*

Please join us in congratulating Lawson Hall on his promotion to Sales and Service Manager here in Vista. Lawson started his career with Prudential in June as an MPTP at plant 4 in Carson. Immediately, he knew he wanted to grow with Prudential after spending time in production, on route, and receiving management training. Lawson is a former college athlete who played football at the University of Nevada, where he earned his B.S. in Finance/ Economics and Master's in Business Administration. Being a two-year team captain and completing his graduate-level courses, Lawson will use his leadership skills and gained knowledge to help keep Prudential trending in the right direction. In his spare time, he enjoys going to the gym, relaxing at the beach, and spending quality time with friends/family. He also likes playing video games, watching his favorite shows/movies, and exploring new restaurants. A fun fact about Lawson is that he can play five different instruments: piano, clarinet, flute, snare drum, and violin.

Congratulations on your continued success and we look forward to having you join the Vista family!

# NEW ASSIGNMENTS & PROMOTIONS ...



**LESLY MARQUEZ** 12/10/19  
*Production Manager*

Please join us in congratulating Lesly Marquez on her promotion to Production Manager here in Riverside. Lesly started her career with Prudential in December 2019 as a Supervisor at the DC and after 7 months she was promoted to Production Manager. Lesly knew that she wanted to grow with Prudential so when the Purchasing department had an opening for a buyer, Lesly applied and was quickly promoted again to a Buyer in March of 2021; A position that suited her well knowing that in her prior life she was in Supply Chain Management with the Scuba Diving industry. In her spare time, she enjoys road trips, destination getaways with her two sons Ayden (8) and Freddie (7). They also enjoy the outdoors such as hiking, Glamis, the beach, and not to mention camping. They are huge fans of our Lakers and not to mention the Dodgers. Go Blue! The goal is to leave the house and create memories.



**MARTIN KLECKNER**  
07/11/22  
*Regional Route Sales Representative*

Please welcome Martin Kleckner to Prudential

and the G-Team as a Regional Route Sales Representative. Martin Kleckner is excited to join the Prudential family as a Regional Route Sales Representative for Southern California and Nevada. He comes to us with over fifteen years experience in restaurant operations and general management throughout San Diego County. He enjoys spending his free time with his wife of nine years, Alexa, and their two children, ages eight and two. Martin is an avid Padres and UFC fan. He looks forward to a productive career with his colleagues at Prudential. Martin started with us on July 11th, and he is now working through his onboarding and G-Team training schedule.



**MARTIN VARGAS** 04/10/17  
*Route Manager*

Please join us in congratulating Martin Vargas on his promotion to Route Manager. Martin started as a Customer Service Representative for Prudential in April 2017. Being a CSvR has given Martin an opportunity to build great relationships with our Irvine and Santa Barbara customers which will help him broaden his customer service skills as a route manager. Martin was born and raised in Los Angeles and is a huge LA sports fan. His favorite teams are the Lakers, Dodgers, Rams, and LAFC. When he is not rooting for his favorite teams, Martin enjoys spending time with family and friends and traveling the world. He has visited 10 countries and counting. One of his favorite countries to visit has been Spain, which he may take a detour to visit again on his next travels. Martin is thankful for the opportunity to become a Route Manager and hopes to continue to grow with the company for years to come. The feeling is mutual Martin! We are delighted that you took this next step in your career and are excited for what the future holds for you! CONGRATS!

## WE KNOW YOU WILL DO GREAT!



**MATT CASTANEDA**  
07/26/21  
*Maintenance Supervisor*

Please congratulate Matt Castaneda on his promotion to Maintenance Supervisor at Plant 21 in Tucson. Matt began his career with Prudential as a Maintenance Mechanic a little over a year ago at Plant 21. Matt has extensive knowledge and experience in the industrial laundry industry. He worked for one of our competitors here in Tucson for five years as a Maintenance Mechanic before starting his journey with Prudential. During his tenure at Prudential, Matt has demonstrated great skills, attitude, and attributes to become a good leader and we're confident he will excel in his new position. Matt took on the responsibility of leading and directing his Maintenance Department team in Tucson for six months in 2022 and did a commendable job! Matt is happily married to his wife Phylcia and together they have four kids and one on the way. When not at work, Matt enjoys traveling the beautiful state of Arizona, playing and watching sports and hanging out by the lake fishing. Matt's passion is cooking! Don't ask him for his deep-fried tacos recipe because he won't give that information to anyone. It's a secret family recipe. Congratulations Matt! We are excited on your next journey with Prudential. You are appreciated!



**OSCAR RODRIGUEZ** 06/22/22  
*Accounts Payable Clerk*

Please help us give a warm official welcome to Oscar Rodriguez, accounts payable clerk at corporate services since June. Oscar comes from the grocery industry, and has been a great addition to our department where he fit in from the very first week, quickly learning the ins and outs of the department. In his spare time, he enjoys watching his favorite show Seinfeld, play video games, and (are you all ready to be jealous?) sleeping. Welcome Oscar, and thank you for helping AP grow stronger.



**PATRICIA AVILA** 04/24/17  
*Plant Manager*

Please join us in congratulating Patricia Avila on her promotion to Plant Manager here in Commerce! Patty has worked in the laundry industry for 15 years and started with a competitor at a massive plant. She worked hard and rose through the ranks to management. She has extensive hospitality and laundry experience. Patty was recruited to the Prudential Riverside plant five years ago and has been a part of some award-winning teams. Patty's joy is her four boys and her husband. She enjoys going to their house in Baja, California, and relaxing in her spare time. She is an avid Lakers, Dodgers, and Raiders fan, so I am sure she will feel at home with our Commerce team. Congratulations Patty! We are excited to be a part of your next chapter here in Commerce!



**PHILLIP STURDEVANT**  
06/20/22  
*District Sales Manager*

Please welcome Phillip Sturdevant to Prudential. Phillip was hired as the District Sales Manager for the company's San Antonio and Austin, TX P55 industrial market area.

Phillip will be based at P55. Phillip graduated from Texas State University in 2013 with a major in Business Marketing. He then moved to Burbank, CA with a hope and a prayer that he would find work and be able to stay in the Golden State. He was fortunate to find a job as Operations Manager with Avis Budget Group. Phillip spent two years working at the Burbank Airport before transitioning into the Sales Performance Manager position for the local market (off airport car rental) in SoCal. Over the next three years Phillip continued to grow his breadth of responsibilities to eventually cover Regional Sales Performance for the Western U.S. (Washington, Oregon, California, Arizona, and New Mexico) for Avis. During this time, Phillip met his best friend and incredible wife, Carolyn. Phillip and Carolyn were married in Santa Barbara in 2018. Wanting to start a family, they moved to San Antonio in 2019 to be close to family and friends. Upon moving back home, Phillip became the Airport Manager for Avis at the San Antonio airport. In June of 2021, Phillip and Carolyn welcomed their first child, Addison. Shortly after, Phillip began to look for a great organization to further grow his career. Luckily, Phillip and Prudential found each other!



**PRISCILLA HERNANDEZ**  
03/28/16  
*Sr. Direct Sales Manager*

Congratulations to Priscilla Hernandez for her promotion to the Sr. Direct Sales Manager position! Priscilla has held several positions within Prudential. Each of them has contributed to her growth and have provided valuable training and experience. Priscilla explains the two positions that have stood out to her the most in her Prudential career have been her start at P05 (LA Industrial) in Production, and the QA Supervisor position she held at P15 (LA Cleanroom). P05 provided her first opportunity to join the Prudential family, and P15 provided her with an understanding of higher standards and depicted the qualities of a well-established and successful operation. In her spare time, Priscilla likes to go camping, hiking and backpacking. This past summer Priscilla married her soulmate in the Wind River Range mountains of Wyoming – congratulations! Priscilla looks to help continue the growth of P01-Direct Sales in its buildout as an independent business unit, and have P01 contribute to Prudential as a whole through its profitability and service to Prudential's customers, Plants and Service Centers.



**SARAH MATTESON**  
10/31/22  
*Office Manager*

Please join us in welcoming Sarah Matteson who this week joined Prudential to be the Office Manager here at Plant 70. Sarah comes to us having spent the past 10 years in administrative roles with the last 6+ years as an office manager for a locally-owned electrical company. Sarah's resume also includes having studied Business Administration at Virginia Commonwealth University. Sarah and the team here at 70 are very excited to see her use her experience to be a success here at Prudential! Sarah is a mother of 2 boys, Jackson who is 13 & Grayson who is 8. In her free time (hard to come by with two boys, she enjoys spending time with family, going to the gym, volunteering & reading a good book on her porch. We are super excited to have you on our team, Sarah, we know you'll do great and are looking forward to your future success in the role and within the organization!



**SILVIA RUIZ** 07/18/22  
*Human Resources Manager*

Please help us welcome Silvia Ruiz to Prudential. We're excited to introduce a new addition to our HR team. Silvia will partner with our different locations to support the business initiatives. She'll be instrumental in supporting our employee retention efforts. Her vast knowledge in employee relations, staffing, and training will be an added value as she partners with our plants. Silvia joins Prudential from Costa Rica, she enjoys exercising, spending time with friends, family, and catching up on her favorite shows with her 10-year old dog Maria Antonieta. She is looking forward to exploring the California vineyards and some wine tasting, traveling across the US nation, and continuing to grow her career at Prudential while learning about the industry. We look forward to Silvia's success in her position.



**TONY CRENSHAW**  
03/20/06  
*Assistant General Manager*

Please join us in congratulating Tony Crenshaw in his promotion to AGM of our Las Vegas Service Center. Tony began his career with Prudential

in March of 2006 as a Utility CSR in our Chula Vista location. In 2008 he was awarded route 2 which he ran until 2019, and during this time he joined the prestigious \$19.32 Club seven times in years 2009, 2012, 2014, 2015, 2016, 2017, 2018 "Great Job Tony". It's no wonder he was promoted to Sales and Service Manager in February of 2019 taking over District 3 in Chula Vista. This year Tony was selected to be part of the Advanced Leadership Development Program (ALDP) and we are excited to be part of his continued growth. On a personal side, Tony has been married to his wife Denise for 14 years and have two beautiful kids son Dominic (13) and Daughter Bella Sofia (9). It's no secret to many that Tony is a workaholic at heart however, when he does find some free time, you will find him with family enjoying a San Diego Padres game, swimming, Boating, or jet skiing. Fun times! A fun fact about Tony is that he enjoys cooking a variety of food on his wood burning smoker, loves to grill, and loves making pizza from scratch in his outdoor pizza oven. I hope to enjoy one of his favorite dishes one day, no pressure Tony! Congratulations on your promotion and welcome to the RIVER-LV-IN team!



**ULISES LEAL** 05/12/22  
*Sales and Service Manager*

Please join us in congratulating Ulises Leal in his promotion to Sales and Service Manager (District 2) here in Chula Vista. Ulises started his career with Prudential in May of 2022 as an MPTP in Vista, where he trained in production. Ulises then did his route to success training in Chula Vista and helped both Vista and Chula Vista cover routes. Ulises is a San Diego State University Graduate where he received his bachelor's in Philosophy and is currently working on finishing his Master's degree at San Diego State. In his spare time, Ulises enjoys going to the theater with his girlfriend and family. He is also a big soccer fan and enjoys playing and watching soccer (Futbol). His Favorite team is Real Madrid. When not working at Prudential, he spends time in Rosarito Mexico visiting and eating in a variety of restaurants. Congratulations on your continued success and we look forward to having you join the Chula Vista/Vista family!

# CAREERS AT PRUDENTIAL



Since 1932, Prudential Overall Supply has been a leader in the uniform rental industry. We're proud of our history and are excited about our future. If you're growth oriented, career minded, and looking for a challenging and rewarding opportunity, we would like to hear from you. Prudential Overall Supply is an Equal Opportunity Employer.

Looking for a challenging and stable career where diversity is embraced? At Prudential Overall Supply you will encounter new and exciting opportunities as we invest in our employees and maximize their potential.

Working at Prudential Overall Supply, employees work with a diverse customer base every day. Prudential is a uniform & linen rental company and is family owned and operated with generations of experience. At Prudential we care for the overall well-being of our employees and those whose lives they touch on a daily basis. We understand that family is important, and that's why we strive to make our employees feel like a part of our family.

We reward performance and hard work with competitive compensation packages including cutting-edge health plan options, vacation and sick time that accrue and life-long career growth opportunities.

Have peace of mind knowing that you work for a stable and reliable company. Prudential has been in business since 1932.

Join Prudential Overall Supply and see firsthand how we value our employees and our customers. We are looking for talented people in all areas of business from production to sales, delivery and management.

## DIVERSITY AND INCLUSION

At Prudential Overall Supply, we understand the value of diversity. We are a family owned business with a diverse customer and employee base. As we have grown, we have made a commitment to hiring, retaining, developing and promoting our employees and celebrate their diverse backgrounds, perspectives, cultures and experiences.

We are an equal opportunity employer and continue our work to strengthen diversity among our employees, managers and leaders. We define diversity broadly and know that includes many distinct attributes. We do not discriminate in any of our employment decisions based on these attributes and aim to have our employees reflect the communities where we operate. This inclusive approach is part of our history will be an important part of our future.

## BENEFITS

Prudential supports employees in preparing for a financially-secure future by offering a company matched 401K retirement plan and profit sharing. The benefits don't stop there. We encourage our employees to develop their skills by offering a tuition reimbursement program: employees can earn a degree and excel at their job at the same time.

### Benefits include:

- Medical
- Dental
- Vision
- 401(K)
- Profit Sharing
- Tuition Reimbursement
- Paid Holidays
- Paid Vacations
- Car Allowance (certain positions)
- Life Insurance
- Disability Insurance

VIEW OUR JOB LISTINGS ON MONSTER, INDEED & LINKEDIN.

MONSTER

indeed®



For more information, please visit [www.prudentialuniforms.com/careers/military](http://www.prudentialuniforms.com/careers/military)

At Prudential Overall Supply, we value military service and experience. As we have grown, we have made a commitment to hiring, retaining, developing, and promoting more veterans and celebrating their diverse backgrounds, perspectives, cultures and experiences.

**EXPLORE OPPORTUNITIES FOR VETERANS AT PRUDENTIAL**  
Available on our website.

## CREATING A BRIGHTER TOMORROW

## GIVE A LITTLE, HELP A LOT

We kicked off our company's Charitable giving campaign this past Spring. We are excited to see what our company can do for our community through this year's campaign. Prudential Overall Supply's charitable giving campaign is your chance to be a part of the solution.

Supporting the causes you care about is easier than ever through our new employee-giving site.



Employee Giving Solution

<https://prudentialuniforms.americascharities.stratuslive.com/>



OR SCAN QR CODE

### FREQUENTLY ASKED QUESTIONS

Can't find the answer? Contact [help@charities.org](mailto:help@charities.org) or [www.charities.org/support](http://www.charities.org/support) for additional support.

#### Campaign Basics

What is the Employee Giving Program?

We have teamed-up with America's Charities to provide employees greater flexibility in deciding which charities to support throughout the year by means of payroll deduction and volunteering.

Who is America's Charities?

America's Charities, a nonprofit that inspires employees and organizations to support causes they care about, is our employee giving partner, acting as the funds management agent, as well as providing general campaign support and distributing employee contributions to the charities selected by employees during the campaign enrollment.

#### Campaign Participation

When is the Employee Giving Program being held? You can participate in our Employee Giving Program from June 1st to June 30th

Are employees required to participate?

No. However, one of our core values is to give back to the community. For that reason, as a company, we support and provide many opportunities for our employees to give back and we encourage you to give back through whichever manner you choose.

Who can participate?

Regular part-time and full-time employees can participate.

Is the site open all year?

Our Employee Giving Program site will remain open for credit card donations throughout the year.

#### Ways to Give

How do I find charities to support?

Click "Give." You will see featured nonprofits featured, nonprofits near you (based on the zip code in your profile), and a search bar where you can enter keywords or the nonprofit name to find a charity to support.

If there's a nonprofit you want to support that isn't currently listed in the site, you can request to have it added by entering the nonprofit's name, website URL, and country of origin under "Request a Nonprofit." After you submit your nonprofit request, your request will be processed within five business days.

8. What payment methods are accepted?

Recurring Payroll Contribution: Your gift will be deducted from your paycheck each pay period for one year, beginning with your second paycheck for July 2022.

One-time Credit Card Donation: Your gift will be charged to your credit card and processed immediately (1-2 business days by your credit card provider). To cancel a pledge made via credit card, you must contact your credit card provider.



### SPOTLIGHT ON CHARITABLE GIVING

Community leadership takes many forms. At Prudential Overall Supply, we are fortunate to have generous employees who have made generous contributions through our new Charitable giving campaign. Thanks to you, not only has Prudential Overall Supply distinguished itself as a leader in our field, but also as a leader in caring and giving the communities that we serve. We understand the value of investing in programs that educate many in our communities, including our youth and providing others with the opportunity to lift themselves up out of difficult times. These programs are a very important part of philanthropy in America. Across our country, programs like our own Charitable Giving funnels more than \$5 billion annually to national and international nonprofit organizations that deliver vital services throughout the nation. The charities that provide these critical services depend on corporate and individual giving for support. As part of this effort, we raised \$10,445 this year – so far! Thank you for your support and commitment to the Prudential Overall Supply Charitable giving campaign!

A testimony from one of our employees who contributed to a cause through our program.

*"My Giving comes from Faith, Reason & Stewardship focusing on issues of Poverty. To give with Joy is truly a Blessing. I have traveled to more than a few very poor countries. Each time I see such abject Poverty – I conclude the same - it is Unjust. Each of us are only passing through this life. Nothing really belongs to us. As such we should be good Stewards of our world and each other by being grateful and generous in Giving with our time, talent & treasure. "*

- **CHUCK FREESE** 09/29/1980 *Senior Systems Analyst*

### ENFOQUE EN LAS DONACIONES CARITATIVAS

El liderazgo comunitario toma muchas formas. En Prudential Overall Supply, tenemos la suerte de contar con empleados generosos que han hecho contribuciones generosas a través de nuestra nueva campaña de donaciones benéficas. Gracias a usted, Prudential Overall Supply no solo se ha distinguido como líder en nuestro campo, sino también como líder en cuidar y dar a las comunidades a las que servimos. Entendemos el valor de invertir en programas que educan a muchos en nuestras comunidades, incluyendo a nuestros jóvenes, y brindando a otros la oportunidad de salir adelante en tiempos difíciles. Estos programas son una parte muy importante de la filantropía en Estados Unidos. En todo nuestro país, programas como nuestro propio Charitable Giving canaliza más de \$5 mil millones anuales a organizaciones sin fines de lucro nacionales e internacionales que brindan servicios vitales en todo el país. Las organizaciones benéficas que brindan estos servicios críticos dependen de las donaciones corporativas e individuales para su apoyo. Como parte de este esfuerzo, recaudamos \$10,445 este año, ¡hasta ahora! ¡Gracias por su apoyo y compromiso con la campaña de donaciones benéficas de Prudential Overall Supply!

Un testimonio de uno de nuestros empleados que contribuyó a una causa a través de nuestro programa.

*"Mi dar proviene de fe y razón , centrándose en cuestiones de pobreza. Dar con Alegría es verdaderamente una Bendición. He viajado a más de unos pocos países muy pobres. Cada vez que veo una Pobreza tan abyecta, concluyo lo mismo, es Injusta. Cada uno de nosotros solo está pasando por esta vida. Nada realmente nos pertenece. Como tal, debemos ser buenos administradores de nuestro mundo y de los demás siendo agradecidos y generosos al dar con nuestro tiempo, talento y tesoro. "*

- **CHUCK FREESE** 09/29/1980 *Analista sénior de sistemas*

MORE FAQ CAN BE FOUND AT:

<https://prudentialuniforms.americascharities.stratuslive.com/contribution/FAQ>

# MAKING A CAREER AT POS - PROMOTED WITHIN THE COMPANY



## *A note from the President...*

One of the things I appreciate most is Prudential's commitment to "Developing all team members to achieve their full potential". We are proud of the many employees that continue to engage with us in improving themselves and earning promotions to new positions within our organization. Developing and elevating our employees is a critical activity in ensuring the future success of our Company and each individual's journey is a thread that make the tapestry of Prudential stronger and more beautiful.

**CHRIS WELCH** (12/14/95) *President*

## ABOUT SALES AND SERVICE MANAGERS

At Prudential Overall Supply, our customers come first! As a Sales and Service Manager, they are responsible for managing a district of customers with an annual revenue base of up to \$3 million. With a focus on customer retention, customer satisfaction, customer visitations, and revenue growth, they manage a team of up to 9 route sales & service representatives in the day-to-day delivery and sales of our products and services. Successful SSM's will use their 2-5 years of management experience, sales experience, leadership skills, customer service skills and willingness to relocate in helping to grow our business.



### **ANDREW BRUN**

(11/11/2019)

**Sales and Service Manager**  
Riverside Plant

After completing the MPTP program in 2020, Andrew accepted an SSM position at P45 Albuquerque where he combined two districts into one, helped the team grow in revenue and get their A/R number below the plant goal. While living in Albuquerque, Andrew's picked up some hobbies including snowboarding and running which, he plans on taking back home. The great question in New Mexico is whether you want your Chile "red, green, or Christmas" and he chose green early in his time here. He's already asked his friends to send him monthly care packages of green Chile when he moves back to California. While Andrew will miss the friends he's made Albuquerque, he's looking forward to getting back to his roots and picking up where he's left off. Andrew enjoys going to the river and attending music festivals and summer is a good kickoff for both of those. Prior to his Industrial experience at P45, Andrew trained at P02 and is excited to return to his old district where most of his training took place and rekindle the relationships he's already made. We are very excited to have Andrew further his career with Prudential in this role and look forward to what he brings to our team.



### **CHRISTOPHER BELLAMY**

(2/24/2021)

**Sales and Service Manager**  
Riverside Plant

Chris is a familiar face to Prudential even before he joined the organization. Chris was our point of contact at the Embroidery Store where he extended great customer service to many of us when we called inquiring about orders. Soon thereafter, he realized what a great organization Prudential Overall is and decided to join the team. To be more specific he was hired as a Route Manager at our Irvine plant in February 2021 taking over route 29 for four months learning the Prudential way of serving customers. Once Chris transition into the Route Manager role, he quickly learned almost every route in the last 7 months, contract renewals, Keep Trucking, up selling products, and not to mention a clean and robust route book. He has an extensive background in customer service and has demonstrated that he is ready for the next challenge. Chris's passion is photography and film and that is the reason why he decided to move to California leaving Florida as a distant memory. In his free time, he enjoys hiking, visiting the San Bernardino Mountains often, including Crestline and Oak Glen and although he lives in Orange County, he spends much of his free time in the Riverside or Temecula area.



### **JONATHAN CADY**

(04/12/2021)

**Sales and Service Manager**  
Riverside Plant

Jonathan better known as "Jon" started his career with Prudential here at the Riverside plant back in April of 2021 as an MPTP so you can see, he has been part of the team from the very beginning. His training started in production sorting soil, laying out mats, folding towels, and not to mention load building. This training equipped him with enough knowledge to start his Route-To-Success Training and run routes. After a few months, he transitioned to Vista for additional training in front office, Sales and Service, and Corporate Sales. Jon has expressed his gratitude for the training and mentorship he has received at both locations. Because of Jon's ability to learn quick and hunger for challenges, late last year Prudential acquired a competitor in Northern CA and Jon assisted the Milpitas Industrial team during the transition. Jon is now ready for the next challenge in his career, and we are excited that Riverside is the next chapter to his success story with Prudential Overall Supply. Jon is married to his beautiful wife Chelsey now for 4 years, and one of the things they enjoy doing is spending weekends hanging out with family and friends. They love exploring new breweries and restaurants while he also enjoys playing golf with his friends. You will also catch him watching the Cowboys and Angels whenever they play as he is a huge fan. Go Cowboys! Jon is excited to start his new position and we are equally excited for him.



### **JP LANDIN**

(04/19/2006)

**Sales and Service Manager**  
Riverside Plant

JP joined Prudential back in April 2006 as a Customer Sales Representative. In his personal time, JP enjoys spending time with his wife Zully, his daughter Liana and son JP. They love visiting Lego Land, the beach, going to Dodger games, and the San Diego Zoo. During basketball season JP is rooting for the LA Lakers, and let's not forget his Raider Nation.



**Success**focus

# CUSTOMER TESTIMONIALS - ONLINE



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!

## Google REVIEWS



*"Very clean and fast service."*

**- HEYMANS**  
MILPITAS, CA



*"I feel like I am treated as a friend not just a customer. The Sales team and Delivery driver are very friendly and helpful in making product selection. It is a pleasure doing business with your company. Thanks."*

**- JOHN**  
COLONIAL HEIGHTS, VA



*"Prudential is an awesome vendor, their attention to detail as well as the communication is key to the success of our operation. Quality in their product and on-time deliveries are what makes them stand from the competition. Keep up the good work!!"*

**- CARLOS**  
MILPITAS, CA



*"They are always on time and are very quick about re-supplying us. Their prices are fair but that doesn't mean they skimp on service."*

**- BRASS O**  
SAN ANTONIO, TX

**Bio-Rad Laboratories PCR QC** won the Google My Business raffle for rating Prudential Overall Supply's business on Google and submitting a raffle entry.



*"Very nice working with Prudential. Excellent customer service and follow-through."*

**- DARCY, BIO-RAD**  
MILPITAS, CA



*"Our company has been using Prudential Overall Supply for two years and we're very pleased with their service. We switched from another provider that we had been with for many years and I'm so glad we did. We were able to substantially reduce the cost we had been paying, but most importantly, their customer service is the best. Our assigned Rep, Enrique, provides outstanding service and is always so efficient and pleasant!!"*

**- SYLVIA**  
COMMERCE, CA



*"Great service & quality products. We were referred by a friend and we were surprised by how many products Prudential has. They take care of our towels, aprons and they made us beautiful mats with our logos that they take, clean and replace with new ones every week. We are beyond satisfied with Prudential and we would recommend them to everyone."*

**- VEGAN VAN**  
COMMERCE CITY, CO



*"Our delivery driver Austin fantastic. He is efficient and friendly."*

**- MARIA**  
FRESNO, CA

Congratulations to Bio-Rad Laboratories PCR QC on winning the Google My Business raffle!

**\$100**  
**GIFT VOUCHER**

@ShopPrudentialUniforms.com

Our online store offers thousands of image apparel choices for all shoppers.



Congratulations on winning the Google My Business Review Semi Annual Drawing!



**THANK YOU FOR YOUR REVIEW. WE APPRECIATE YOUR BUSINESS.**  
You are now able to shop on our online store using this promo code:



Like us on Facebook and receive a 10% off your purchase!



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PRUDENTIALUNIFORMS.COM SHOPPRUDENTIALUNIFORMS.COM 800.767.5536

# CUSTOMER TESTIMONIALS - MAILBAG

## "WHAT PEOPLE ARE SAYING"

Good Evening,

Please pass my message along to Dan Clark who I believe is the CEO after doing a Google search or perhaps it's John. I am writing a well deserved review but I wanted to recognize a tremendous, kind hearted employee. He's an older gentleman who's name is Paul (don't know the last name) He was so gracious and kind today to my mother and I. I only know the company and name as he was in a light blue uniform at the gas station here in Nashua.

We had such a nice conversation and he helped my mom with directions as we are from Wakefield originally. He spoke about his work with such compassion. He looks around maybe early 60's-hopefully he will be well on his way toward retirement soon. People today typically just walk right by someone in need but he represented your company for exceptional service off the clock. I hope he can be acknowledged for his kindness to my elderly mother and I.

Please confirm if there is another method of contact of which he can be acknowledged or let me know if this has been received. I hope his managers will reward him. Human beings like him are one in a million in our working society today.

Kindly,  
Michelle

**PAUL COREY** 09/08/14 *Customer Service Rep, Nashua Plant*



From: Barich, Benjamin  
To: Chris Welch ; Dan Clark; John Clark; Jaime Miramontes  
Subject: Transition to Prudential

Hello,

We transitioned our uniform service from Cintas to Prudential. After almost 2 months, we couldn't be happier with the level of service we have received from your team. Every part of the process has met or surpassed my expectations. I wanted to reach out and bring your attention to the exceptional job these guys are doing. At the bottom of this email, I have listed all the Prudential employees who have made this happen.

Thank you and have a good evening.

**SAM ROSS** 03/20/2000 *Senior National Account Executive*  
**ANTHONY FRUMUSA** 03/02/2009 *District Sales Manager*  
**CHARLES BOYD** 12/07/2020 *Sales and Service Manager*  
**CHRIS BELLAMY** 02/24/2021 *Sales and Service Manager*  
**ANA HERNANDEZ** 04/03/2019 *Office Manager*  
**JACKIE PADILLA** 11/18/2019 *Office Clerk*  
**DANNY SALINAS** 10/11/2021 *Route Manager*  
**ROBERT AYALA** 02/07/2022 *Customer Sales Representative*  
**BETOS MIRAMONTES** 11/29/2018 *Customer Sales Representative*  
**JESUS MARTINEZ** 11/19/2018 *Customer Sales Representative*  
**JIMMIE COBB** 09/28/2020 *Corporate Sales Representative*

Benjamin Barich  
Management Analyst  
Santa Margarita Water District

*Irvine Plant*

I wanted to let you know that Lee is a great partner and is very helpful with any issues or questions I have.

Thank you,

Jacob Pistokache  
Sr. Manager, ASPEX Compounding  
ASPEX Campus  
Alscn Vision, LLC.

**LEE WEATHERFORD** 04/29/08 *Garment Coordinator, Austin Plant*

## WE VALUE ALL FEEDBACK.



# CUSTOMER TESTIMONIALS - MAILBAG

From: Stephanie Montgomery  
To: Donald Razim (P06)  
Subject: Compliments to Darrin

Hi Donald,  
CRD MFG, Inc. wants you to know that we are pleased with Darrin's professionalism, responsiveness, and customer service. More often than not, only complaints are voiced so we want Prudential know that we think Darrin is a great asset.

Thank you,  
Stephanie Montgomery, CRD MFG, Inc., Placentia, CA

**DONALD RAZIM**

12/03/18  
Sales & Service Manager  
Irvine Plant

**DARRIN REED** 10/24/05

Customer Sales Representative  
Irvine Plant



**THANK YOU  
FOR YOUR  
KIND  
WORDS!**



To Whom It May Concern,

It is a privilege that I write this letter in recommendation of Prudential Overall Supply, our primary vendor of uniforms and supplies. As a Certified Food and Beverage Executive with 25 years of experience in the Hospitality industry I have worked with many of Prudential type competitors throughout the United States. As a Hospitality Executive I have heard many promises and commitments made by similar service companies whose pledges and guarantees are short lived. After many years with competitor suppliers the Navajo Nation Gaming Enterprise made the decision to confirm Prudential Overall Supply as our primary uniform and supply vendor more than four years ago.

The decision to secure Prudential Overall Supply as our primary vendor has realized significant efficiencies amongst our network of casinos throughout our Enterprise. Our approach has always been to secure partners that demonstrate professional accountability and who can be relied upon to treat you like you are their only customer, when in fact this is obviously not the case. Prudential has been that vendor for the Navajo Nation Gaming Enterprise for more than four years. In the Hospitality industry professional relationships with suppliers and vendors are critical to our business and on-going success. Prudential has continuously exceeded our expectations whether in their pricing model, sense of urgency or most importantly their interest in holding on-site in person communications. Ed Smith and the Prudential team make agreements and commitments that we depend upon with an untarnished and impeccable record of keeping to their obligations. Our benchmarks at all of our five properties in both Arizona and New Mexico are extremely high and can be overwhelming for some however, Prudential Overall Supply has been a breath of fresh air in this often-crowded field.

Please don't hesitate to contact me directly should you want additional information or specific details on these experiences.

Sincerely,

*Erik Mrdak*

Erik Mrdak  
Executive Director of Food and Beverage  
Navajo Nation Gaming Enterprise  
(505) 879-3668



Enhance the Quality of Life of the Navajo People by Growing a Successful Gaming Economy

**ED SMITH** 09/05/95 Senior Corporate Sales Rep, Prescott Valley Service Center,  
**ERIC MEVISSIN** 01/06/09 Sales and Service Manager, Prescott Valley Service Center  
**JEFF NELSON** 08/08/89 General Manager, Phoenix Plant.



## 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!



FACEBOOK: [www.facebook.com/PrudentialOverallSupply/](http://www.facebook.com/PrudentialOverallSupply/)



TWITTER: [twitter.com/POSUniforms](https://twitter.com/POSUniforms)



LINKEDIN: [www.linkedin.com/company/prudential-overall-supply](http://www.linkedin.com/company/prudential-overall-supply)

## PRUDENTIAL OVERALL SUPPLY ACQUIRES DELTA UNIFORM & LINEN CUSTOMER ACCOUNT

Prudential Overall Supply, an industry leader in reusable image work apparel and related textiles, today announced that it has acquired the customer accounts from Delta Uniform & Linen in New Mexico.

“We chose Prudential Overall Supply to carry on the customer service experience that Delta Uniform & Linen customers have come to expect,” says Delta Uniform & Linen Vice President Shelly Snyder, “Prudential Overall Supply is a family owned and operated business which helps connect them to the local community and puts their service team in the best possible position to offer the highest quality service experience.”

John Clark, Prudential Overall Supply's third generation CEO says, “We are excited to offer Delta Uniform & Linen customers the best possible service experience.”

The depth and experience of our service team along with our product and service offering will help us meet this goal.”

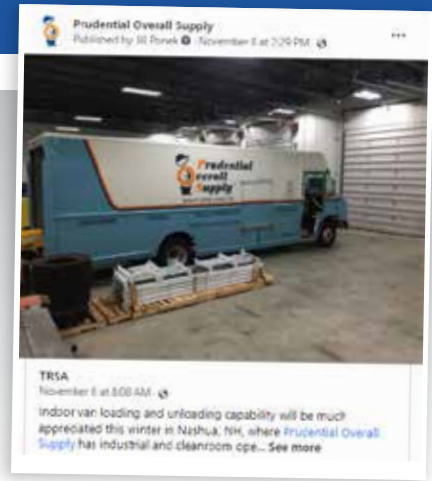
Mr. Clark continues, “We have invested significant resources to position Prudential to be a best-in-class uniform rental service provider, and this acquisition helps strengthen our market position for clients in New Mexico.”

## NEW VIDEO RELEASE FOR THE DISTRIBUTION CENTER!



Check out another one of our new Prudential marketing videos highlighting the Distribution Center! Give your customers or prospects the insight on what makes Prudential different and how our resources such as the DC help us improve service to them.

View here: <https://www.prudentialuniforms.com/video/#filter=#prudential-overall-supplys-distribution-center>



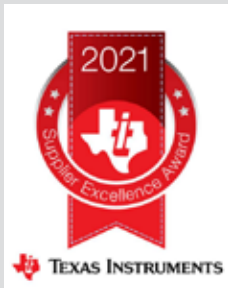
## NEW PRUDENTIAL VIDEO RELEASED



Check out another one of our new Prudential marketing videos highlighting our Customer Sales Representative and all that they do! View this video and our other videos on our website at: <https://www.prudentialuniforms.com/video/>



## TEXAS INSTRUMENTS PRESENTS OUR AUSTIN PLANT WITH A BEAUTIFUL SUPPLIER EXCELLENCE AWARD



On June 7, 2022, Prudential Overall Supply has received the Texas Instruments (TI) 2021 Supplier Excellence Award. The annual award honors companies whose dedication and commitment in supplying products and services meet TI's high standards for excellence. Recipients are an elite group of suppliers chosen for their exemplary performance in the areas of cost, environment and social responsibility, technology, responsiveness, assurance of supply and quality.

A management team from TI's Wafer Fab Capital and Spares presented the award to Prudential Overall Supply representatives on June 7th, 2022

Brad Schacherl, Prudential's General Manager out of their Austin Facility commented, "23 out of TI's 12,000 vendors received this award and Prudential is very honored to be given this recognition".



Left to right: Kyle Stowers (SSM, Austin PCS), Brad Schacherl (GM, Austin PCS/POS), Isabell Purcell (TI Wafer Fab Capital and Spares Procurement Associate), and Keith Melcher (Wafer Fab Capital and Spares Worldwide Procurement Manager).

## PRUDENTIAL OVERALL SUPPLY ACHIEVES RANKING ON SELLING POWER'S ANNUAL "50 BEST COMPANIES TO SELL FOR" LIST IN 2022



Prudential Overall Supply, a leading company in the reusable textile industry, announced that it has ranked #4 on the Selling Power 50 Best Companies to Sell For 2022 List. This is the fifth consecutive year that Prudential has been recognized on this list. This is the 22nd consecutive year the ranking has been published by Selling Power.

Selling Power magazine founder and CEO Gerhard Gschwandtner says, "As companies are facing economic headwinds sales organizations are sharpening their focus on sales talent. The Best Companies to Sell For have mastered the alignment of people, processes, and technologies and created a sales organization that excels in hiring, onboarding, training, and compensation of their sales representatives. What attracts salespeople to work for these leading organizations is their great culture, their commitment to diversity, and their steady support of the sales team by servant leadership that focuses on creating customer value and a meaningful work environment that offers unlimited opportunities to win. These companies

aim at a higher level of professionalism and trust, which in turn leads to increased sales and a lower turnover of the sales force".

Selling Power's research team created a thorough application where they gathered data across four key areas:

- Company Overview
- Compensation and Benefits
- Hiring, Sales Training & Sales Enablement
- Diversity and Inclusion

Companies were ranked in each of the categories above to determine the final list. The methodology is the product of years of research, and Selling Power continues to revise and refine the approach each year. The companies included are a mix of sizes ranging from medium to enterprise.

The full ranking of Selling Power's 50 Best Companies to Sell For in 2022 can be viewed here: <https://www.sellingpower.com/lists/2022/50-best-companies-to-sell-for>.

## PRUDENTIAL HELPS NASA MAKE HISTORY... AGAIN!

You may have seen the news already but the first 5 images were released from the James Webb telescope. If you didn't know this was built by our customer at the NASA Goddard Space Flight Center. Here is a photo with employees who constructed our telescope wearing our uniforms, they even sent our uniforms down to South America to do final prep before its launch. This telescope is a 32 year upgrade since the Hubble went up in the 1990, imagine how far tech has come since then & what this will be capable of. This is a good reminder for our employees that it took our uniform service to get these photos! You should be proud to have contributed and help make this historic event happen

See more photos here: <https://www.nasa.gov/press-release/nasa-reveals-webb-telescope-s-first-images-of-unseen-universe>



## PRUDENTIAL OVERALL SUPPLY HOLDS PRESS CONFERENCE AT NEW FUTURE TUCKER, GA LAUNDRY PROCESSING FACILITY

Prudential Overall Supply, an industry leader in reusable image work apparel and cleanroom laundry service systems, held a press conference at its future Tucker, GA, industrial and cleanroom laundry processing facility site on November 16th to celebrate the coming modern, new facility. Officials representing local, State and Congressional representatives attended the event.

The site will provide industrial and cleanroom laundry processing services. For industrial; industries like manufacturing, business services, restaurants and distribution companies with products like uniforms, floor mats, towels and napkins. For cleanroom, industries that operate and manufacturer in controlled environments like semiconductor, pharmaceutical, bioscience, aerospace, education and electronics.

Georgia Department of Economic Development Deputy Commissioner of Global Commerce Kristi Brigman commented, "Prudential Overall Supply's investment in their modern, new Georgia facility, will provide quality jobs for Georgians and their families while contributing to the City of Tucker. We extend our thanks and look forward to continuing to further strengthen the state's relationship with the company for years to come. We're also proud to congratulate DeKalb County and the City of Tucker for creating this opportunity and thank them for their partnership."

Mayor Frank Auman, City of Tucker, GA commented, "The City of Tucker is thrilled that Prudential is expanding their space and providing even more jobs with the City. We pride ourselves on having a diverse base of jobs here in Tucker, ranging from heavy Industrial to high tech to service and retail. Prudential Overall Supply has been a great business partner through the years, and we look forward to continuing and growing with them."

Commissioner, Lorraine Cochran-Johnson commented, "I am proud to welcome Prudential Overall Supply to Tucker. Their presence brings both job opportunities and tax dollars to DeKalb. Our business community is integral to the future of DeKalb and I am here to see all businesses in DeKalb succeed."

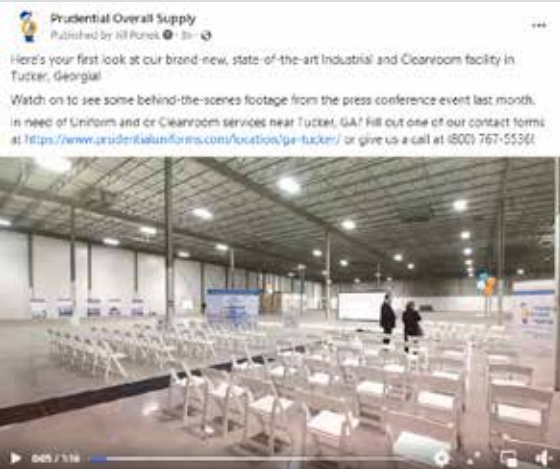
Chris Welch, Prudential's President commented, "This facility will eventually provide over 100 well-paying jobs for the greater Tucker - DeKalb County

community and provide our customers with best-in-class industrial and cleanroom laundry services throughout the region."

The project is a 61,000 square-foot commercial laundry facility located at 1355 Rock Mountain Blvd., Stone Mountain, GA on a 4.57-acre tract. Prudential has purchased the building and will begin the construction project with a completion date scheduled for Q1 2024.

Mr. Welch continued, "The Georgia market is important to Prudential, so we can best serve our customers expansion requirements in the region. We look to serve these requirements for existing and new customers. To signal our commitment to Georgia, our projected investment for this site is \$35 million."

This will be Prudential's thirty-sixth location and its ninth ISO Class 3 cleanroom laundry processing facility in the United States that extends the greatest throughput capacity from any company in the industry. The Tucker Plant will be the industry's newest, most modern, and amongst the largest industrial and cleanroom laundry processing Plants in the United States!



View our video on our Facebook page or our website for a closer look!

<https://www.prudentialuniforms.com/video/#filter=#new-tucker-ga-work-uniform-cleanroom-plant>



Shown in the above picture from left to right, President of Prudential; Chris Welch, State Representative; Billy Mitchell, Super District 7 Commissioner; Lorraine Cochran-Johnson, Mayor, City of Tucker; Frank Auman, Deputy Commissioner; Kristi Brigman, and VP Sales & Marketing of Prudential, Jerry Martin.



# WHAT'S HAPPENING IN THE PRUDENTIAL FAMILY

## 2022 1ST HALF RANKINGS

### INDUSTRIAL

The first half of 2022 is well behind us, and we have the Industrial Division Sales and Service Manager mid-year results attached. This report ranks all Districts across seven categories. To be in the top tier, you have to have a stellar performance in all seven categories. Congratulations to all of you that achieved your goals. Now let's recognize the Industrial Division's top performers!

#### #1 **JOE SYNER** 12/07/15 *Service Center Manager*

Solid leadership out of our Beckley, West Virginia Service Center with the #1 spot. Joe runs a very clean well-run operation and is having a great growth year after a setback at the beginning of the year. Joe has developed a great team that is accomplishing SOP's, turning in Co-ops (\$104.78 sales average) that close and retaining their customer base. All of which are winning ingredients to success. Life in a service center has its opportunities, but Joe and his team have turned these into strengths, providing best in class service.

#### #2 **ALFREDO DOMINGUEZ** 05/11/12 *Service Center Manager*

Finishing just one point off the top spot is Alfredo Dominguez from the Indio Service Center, with another outstanding performance across all categories. Alfredo and the Indio team led the division in customer retention (99.85%), 100% SOP completion, and a perfect 4.0 MIR Review score. This, combined with a \$66.92 CSR sales average and the 3rd best A/R performance in the division, is why Alfredo finds himself at the top again. I'm sure preparations have already started in Indio on how to craft an even better 2nd half effort and claim the top position.

#### #3 **ERIC MEVISSSEN** 01/06/09 *Sales and Service Manager*

In his first half as the SCM in Prescott, Eric did not disappoint with his #3 ranked SSM performance. Eric and the team achieved the highest CSR sales average, an incredible \$108.02, 100% SOP achievement, and an impressive 202 of 208 MAL performance. Not bad for his first six months. I am sure this will not be the only time you see Eric at the top of the list, with his goal to achieve the top spot in his first year.

#### #4 **DIANNA TOWNSEND** 11/13/15 *Sales and Service Manager*

After finishing 2021 as the Industrial Sales and Service Manager of the Year, Dianna Townsend started 2022 with the same focus and stellar performance to close the half in the #4 spot. Dianna and the team achieved 100% of their SOPs, an incredible \$75.58 CSR sales average, and 205 out of 208 points in Major Account management. All of this while maintaining the second-best A/R results in the division. I am sure we will continue to see Dianna at the top of the ranking, with her eye on repeating SSM of the year honors in 2022.

#### #5 **DONALD RAZIM** 12/03/18 *Sales and Service Manager*

Within five total points from the reigning SSM of the year, Donald has had a very strong start to the year in Irvine, CA. Donald rounds out the first half with 103.1% of revenue, retention at an amazing 99.5%, a \$43.13 sales average, and an impressive 6.4% accounts A/R percentage. Excellent start and great leadership, Donald!

To round out our top ten, we should recognize the following individuals.

**JOE PERRY** 08/25/08 *Assistant General Manager*

**RICK PONCE** 05/27/98 *Sales and Service Manager*

**RICK VALDEZ** 06/11/91 *Sales and Service Manager*

**DAVID MORIEL** 06/07/10 *Sales and Service Manager*

Congratulations on a strong start to the year!

## WAY TO BE LEADERS!

### CLEANROOM

It is hard to believe that another 6 months have gone by and we are now racing towards the end of 2022. Before that, it is imperative that we recognize the top performers in the Cleanroom Division with our "District Ranking Report". Although every District is recognized for a great 1st half, we especially recognize the elite performers.

#### #1 **KEITH MANN** 04/16/07 *Sales and Service Manager*

Keith Mann from our Richmond Cleanroom is at the top of the Division Ranking. Keith achieved the #1 rank for District Revenue, SOPs, CVs and Renewals with an impressive 100% renewal percentage. Some of Keith's success is attributed to getting started & working everything early, be it CVs or ARs. Knowing Keith, I am sure he sees this as a team win. Keith is very diligent about always working on the bonus categories every day. Congratulations Keith and Thank You for all that you do.

#### #2 **CHRIS COURTNEY** 11/16/15 *Sales and Service Manager*

Chris Courtney (Mesa Cleanroom) achieved the #1 rank for SOPs, Business Retention, CVs, and Renewals which propelled him to the #2 spot in the Division. Chris's success can be attributed to time management. He has prioritized and organized his business objectives and makes sure each task is accurate and completed. I am sure Chris's time in the Army has something to do with this disciplined approach. Seems to be a winning approach. Congratulations Chris and Thank You.

#### #3 **LEE WALTON** 04/29/19 *Sales and Service Manager*

Lee Walton (also Richmond Cleanroom) achieved the #1 rank for Accounts Receivables, SOPs, CVs and renewals which propelled him to the #3 rank in the Division. Lee believes in strong relationships with his customers. He attributes his success to having regular communications & establishing solid contacts. He believes that being responsive goes a long way, the customers make you successful. Congratulations Lee and Thank You for all that you do.

We all know not to get beat by an "Open" district. For the first half the #4 spot was taken by the "Open" district in Denver CR. But is it really "Open" if AGM Rafael Sanchez steps in and makes sure the district achieves top results? Thank You Rafael and congratulations.

Additional Special Recognition to Austin (P50) SSM Kyle Stowers for ranking #5. He is not too far behind, and has the opportunity to take the top spot. I look forward to him pushing through in the second half of 2022 and jumping on the podium.

This is the half way point and there is still a lot of time to catch up and be the top district for 2022. Looking forward to how it plays out.

## "STARTING STRONG IS GOOD. FINISHING STRONG IS EPIC."

- Robin Sharma

### CLEAN PRO AWARD RECEIVED



#### **VIGNY SONZEU**

10/19/2015

*Account Executive*

Los Angeles Cleanroom

Received a Clean Pro Award for best selling period #3 2022. We are proud of you, Vigny!

# WHAT'S HAPPENING...

## CUSTOMER VISIT AND A SPECIAL THANK YOU!



Miguel and Moises,

"We want to say thank you both for the effort you have been putting into managing one of our largest customers. It reflected extremely well on the CV, with the time we spent with Noel and the GCs. Miguel, you have done an awesome job managing the team, onsite/island services & logistics. It was great to see how enthusiastic your team is, it's a direct reflection of your leadership. Moises, thank you for putting in so much effort to support stateside. Great job guys, very impressed with our visit with the GCs and Customer today."

Richmond Cleanroom Plant left to right: **IAN HERNANDEZ** 06/21/21 Garment Coordinator, **MIGUEL RODRIGUEZ** 04/27/15 Route Manager, **KENNETH DIAZ** 06/21/21 Garment Coordinator, **MOISES VENEGAS** 03/25/19 Assistant General Manager, **JOSE RIVERA** 11/01/21 Garment Coordinator, **MIGUEL HERNANDEZ** 06/21/21 Garment Coordinator Supervisor.

- **CASEY STARR** 03/19/12  
General Manager, Richmond Plant

## RICHMOND CLEANROOM EMPLOYEE APPRECIATION WITH A FUND GAME OF CORNHOLE!



## RICHMOND CLEANROOM EMPLOYEE APPRECIATION ICE CREAM SOCIAL



## RICHMOND CLEANROOM EMPLOYEE APPRECIATION COOKOUT



# ...IN THE PRUDENTIAL FAMILY

## CLEAN PANEL SHARES INDUSTRY TRENDS IN NORTH AMERICA



Roughly 100 Clean attendees listened to a panel of TRSA member executives share their thoughts on the state of the North American linen, uniform and facility services industry. Panelists included our very own **JOHN CLARK** 08/31/09 CEO.

A well-attended morning educational session kicked off the TRSA Experience at The Clean Show on the opening day of Clean 2022 at the Georgia World Congress Center in Atlanta.

## GRADUATION



**HERBERT GUTIERREZ** 06/30/14 Maintenance Supervisor at our Austin Plant. Herbert's son Diego Gutierrez Graduated from UT Austin B.S. In Aerospace Engineering. Congrats!!

## DAN CLARK'S FAVORITE SEAT IN THE OFFICE!



**DAN CLARK** 09/23/68 *Chairman of the Board* riding shotgun on a route observation with **ADRIAN VIERRA** 09/07/21 *Customer Service Representative* at the Milpitas Cleanroom.



## WAY TO GO!



**DOMONIC DOW** 08/14/20 Line Driver for P33 Denver Cleanroom who works out of Albuquerque coached his youth football team who were crowned champions in the national Youth Championship held in Las Vegas Nevada over the Thanksgiving weekend. The team has been together for 6 years now and had an undefeated 8-0 season but lost in the local Superbowl in an upset for 2022. Their travel record was 4-1 only losing to the Colorado State Champions. Overall 15-2 season.

## THANKSGIVING AT THE AUSTIN PLANT



**TURKEY  
&  
FOOTBALL**

# WHAT'S HAPPENING...

## HALLOWEEN AT THE CORPORATE OFFICE WITH COSTUME AND DOOR CONTESTS!



Accounting



Quality Assurance



H.R. Operations



Engineering



Procurement



Procurement Hallway



Accounts Receivable



Human Resources



Russ Olson



IT



Accounts Payable



## ANNIVERSARY CELEBRATIONS

### 40 YEARS



**BENIGNO HERRERA** 08/12/81 Laundry Worker, Irvine Plant

### 37 YEARS

**ERNESTO ESCOBAR** 11/04/85 Maintenance Supervisor, Distribution Center



### 30 YEARS



**JOSE VILLALOBOS** 08/10/92 Laundry Worker, Los Angeles Plant

### 30 YEARS



**VICTOR COVARRUBIAS** 09/10/92 Customer Sales Representative, Los Angeles Plant

### 25 YEARS



**VIRGINIA AGUERO** 09/23/97 Laundry Worker, Austin Plant



# WHAT'S HAPPENING...

## ISO CERTIFICATION UPDATE



### WHAT IS THE ISO 9001:2015 CERTIFICATION?

ISO 9001:2015 Certification is the most recent version of the standard. The millions of organizations that hold it have, and continue to demonstrate, full compliance with several standards. In order to obtain it, however, companies must adhere to several principles which are characteristics of quality management.

Relationships are a large part of compliance with the certification. In addition to demonstrating a dedication to customer satisfaction, ISO 9001 requires businesses to also be dedicated to empowering their employees. Other business relationships, such as those with suppliers, must also be properly managed and maintained.

The leadership within a company needs to consistently ensure all organizational processes are aligned and to also oversee processes and that employees support the objectives of the company. Continual improvement at all levels and seeking new avenues for success are also characteristics of certification holders.

The PDCA cycle helps companies to adhere to the above principles by providing them with a process that outlines the best ways to ensure alignment and compliance business-wide. The PDCA cycle includes policy planning and checking actions in order to meet objectives. Have questions? There's more information about the ISO 9001: 2015 certification; just check out this infographic from Prudential Overall Supply.

### MORE GREAT NEWS TO SHARE!

"We received the Final Audit Report for our 2022 ISO Audits.

As is usual... the audit report includes an in-depth summary of the audit, findings, opportunities for improvement, and any positive aspects the auditor observed during the course of the audit. Our auditor, Joe Gallant, identified one "Positive Aspect" this year that I want to share with all of you. He stated: "The PPOH board is a true best practice, with changes to the daily production plan being executed every two hours in response to demand and production. It is one of the most effective implementations of lean in an operation that I have ever seen." To that, I would like to personally thank Glen Woods, Lauri Lecair, Pedro Mena, and the Engineering & Production Team at Prudential for your hard work, innovations, and dedication to continually improving and optimizing our processes at Prudential. Your work makes us more efficient, more productive, and more responsive to our customer's needs and requirements. Thank you."

- **SUE ADAMS** 09/28/20 *Director of Quality, Corporate*

### ALBUQUERQUE PLANT PASSES INITIAL AUDIT!

"Please join us in congratulating P45 (Albuquerque), for passing their Initial ISO Audit (with only two minor findings), and for joining the growing list of Prudential plants holding ISO certification. This is the last of seven ISO audits scheduled for 2022 (and the second of two successful initial audits). The auditor thought that Albuquerque was a very well organized site, has a very strong handle on their operations and planning, and a solid start as an ISO organization. He saw all of the work that's been done to prepare for certification and believes all of the foundational elements are there. He was impressed by Fresno's use of the PPOH board (as well as all other sites he visited during this audit cycle) and commends Prudential for the development and use of a "best practices" tool that utilizes metrics to measure performance and allows meaningful operational changes throughout the day to meet various commitments and requirements.

Congratulations to Niran and all at Albuquerque... great job!!

Also, special thanks to Kristin for all the work, time, and support she gave to Adriana and Niran to make this great accomplishment possible."

- **SUE ADAMS** 09/28/20 *Director of Quality, Corporate*

## WELCOME BABIES



**ROGELIO SERRANO**  
07/26/10  
*Service Center Manager,  
San Antonio Service Center*

*On August 8, 2022, my wife Sue and I welcomed our newest baby girl and our first Texan to our family. She is a beautiful girl named Aleya Maria Serrano and we are blessed for being her parents.*



**BRYAN LARA**  
01/25/21  
*Sales and Service Manager  
Los Angeles Plant*

*Aria Lara is a darling bundle of joy. Congratulations Bryan and family!*



**EDUARDO MURILLO**  
08/20/18  
*Customer Sales Representative  
Los Angeles Plant*

*Eduardo and his wife Tatiana welcome their baby Sophia to the world. Congratulations on your sweet baby.*



**ANDREW FRANCO**  
02/15/16  
*Wholesale Customer Sales Representative  
Los Angeles Plant*

*Andrew would like everyone to meet his baby girl Zoe Franco. She is a precious little one. Congratulations to you and your family!*



**JUAN ALCAZAR**  
02/03/20  
*Customer Sales Representative  
Los Angeles Plant*

*Dalyne Alcazar is just a precious as can be. Congratulations Juan and family on your little bundle of joy!*

## RETIREMENT CELEBRATIONS

# LET'S CELEBRATE!



*Congratulations Imelda Ruiz on your retirement! Wishing you all the best!*

Left to right:

**EFREN MEZA** 10/16/17  
Plant Manager, Milpitas Cleanroom

**IMELDA RUIZ** 8/21/96  
Laundry Worker, Milpitas Cleanroom

**JOSH MILLER** 09/12/11  
General Manager, Milpitas Cleanroom

## 26 YEARS



*Leslie Klinger celebrates his retirement with a nice celebration party. Congratulations Leslie!!!*

Left to right:

**JOE SHARMA** 09/04/06  
Director of Operations, Corporate Services

**LESLIE KLINGER** 12/12/12 Retired 07/11/22  
Route Manager, Mesa Cleanroom / Denver Service Center

**LESLIE KLINGER'S WIFE, TERRIE**

**RAFAEL SANCHEZ** 12/07/09  
Assistant General Manager, Denver Cleanroom Service Center

**JUAN JOHNSON** 01/26/98  
General Manager, Mesa Cleanroom

## 10 YEARS



*Laura Jenkins celebrates her retirement after 14 years of dedication at the Los Angeles Cleanroom. Congratulations Laura!!!*

Left to right:

**SANDRA MARTS** 07/11/11  
General Manager, Los Angeles Cleanroom

**LAURA JENKINS** 03/10/08  
Laundry Worker, Los Angeles Cleanroom

## 14 YEARS

# CONGRATULATIONS TO YOU ALL ON YOUR RETIREMENTS!



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