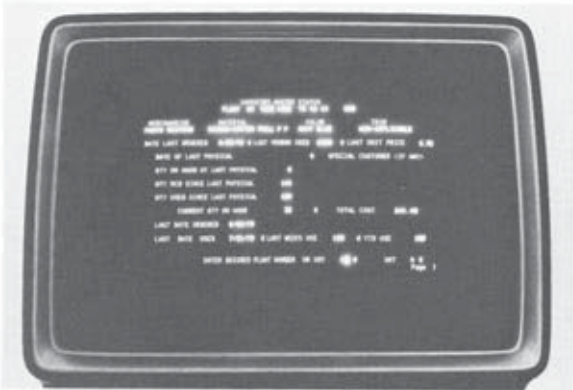


Prudential Overall Supply  
OFF-THE-CUFF  
Vol. 21 No. 2  
SUMMER, 1979



# Prudential's Inventory Status Now "On Line"



**How many do we have, and where are they?**

Computer terminals like this one on Jake Oberlin's desk give immediate inventory status on any one of the 16,000 garments supplied by Prudential.

On July 13, Jake Oberlin, Purchasing Agent, sat down at a typewriter keyboard and typed a code that identifies the inventory status. A signal flashed onto the screen of the computer terminal that had been sitting on Jake's desk for some time. The signal told him to proceed. He typed the merchandise code for executive pants. Almost instantly the screen flashed its message: On Hand - 6. Shipped Last Week - 10. Shipped Previous Week - 0. On Order - 3. The message also included the vendors who had accepted purchase orders, the date of purchase and the promised delivery date. It indicated whether or not portions of the open orders had been received and gave the average cost of executive pants.

Prudential's inventory was "on line."

Actually, on July 13 it was only the Irvine plant that was on line. But the following weeks would see Chula Vista's inventory added to the program August 3, Milpitas was added August 10 and Tucson on August 17. By late August Riverside's inventory would be on line and in mid-September Van Nuys and Los Angeles would be included.

Keeping track of the inventory of Prudential garments is no small

order. Among the seven garment plants, the number of types of garments, including every size and every color, total more than 16,000 different items. An inventory must be kept on each item. To serve the plants, the Purchasing Department must know when needed items are in stock in one of the plants and when they must be ordered.

Formerly the method used to determine how many of each item was in stock and where it was located was to take a physical inventory once a quarter and to send a tab card to Data Processing each time an item was pulled from stock.

Now that the inventory status is on line (can be called to the computer terminal at any time), both the tab cards and the quarterly physical inventory will be eliminated.

## PLANNED WITH CURRENT CONVERSION

Although on line inventory status had been planned since the present computer conversion began more than a year ago, implementation of the program took only a few months.

With the help of Darrel Hogan, Director of Purchasing, and Jake

Oberlin (responsible for garment purchases) Don Lahn, Secretary-Treasurer, wrote the specifications for the program. Jorge Sotolongo, Programmer, began writing the actual program in May. By July 13 the computer was ready to accept inventory status.

Implementation of the program began with a physical inventory of new garments in the Supply Department of the Irvine plant. The inventory of each item was entered into the computer memory. After that, daily entries of purchase orders sent, shipments received and orders pulled in the Supply Department would result in current inventory status by late afternoon each day.

When orders pulled the previous day are entered, the inventory will be reduced by that quantity. When packing slips from shipments received are posted, the inventory will be increased by the quantity received. At the same time the average cost of the item will be recomputed.

## BETTER PURCHASING DECISIONS

On line inventory status has dramatic implications for the plants and for the Purchasing Department. When information is needed by any



Jake Oberlin, Purchasing Agent, asks computer terminal for inventory status of one of the items needed by a Prudential plant. Looking on are Darrel Hogan, Director of Purchasing; Don Lahn, Secretary-Treasurer; and Jorge Sotolongo, Programmer. Inventory status went on-line at Irvine Plant July 13. Company-wide status will be on-line by mid-September.

plant on the status of any item, a telephone call to Jake will bring immediate information: How many of the item are on hand, where they are located, and how many are on order.

"One immediate result is better purchasing decisions," Darrel Hogan explained. "Without the time consuming task of paging through purchase orders and packing slips, the printout will show us immediately what is on order and when it can be expected."

#### **ELIMINATION OF ERRORS**

Accuracy of inventory is one of the greatest factors in making better purchasing decisions, Mr. Hogan points out. Errors on paper are difficult to detect in the present system of handwriting a tab card from garment orders. Once the inventory is entered into the computer, errors on paper can be caught easily.

If the wrong code is entered on an order — calling for 11 shirts, for example, of an item that shows only 6 shirts in inventory — the computer will not accept the order. The transaction will be placed in an error file and the order returned to the plant for correction.

The same procedure will be followed if the packing slip has an error and shows something received that differs from what was ordered. The computer will set aside the entry and return the packing slip to the plant for verification of what was actually received.

"This will mean fewer errors in inventory," Don Lahn noted. "As a result total physical inventory can be eliminated except in extraordinary cases. The normal procedure will be periodic random inventories of items. The computer comparison of physical inventory against computer inventory will indicate when

more frequent physical inventories are needed."

#### **BETTER CUSTOMER SERVICE**

The greatest impact of on line inventory is better service to Prudential customers. A weekly printout of all open purchase orders — more than two weeks old — will signal Sales and Service Department personnel when there is danger of delaying a promised delivery date.

Before a customer relations problem develops, Sales and Service can determine the best course of action to serve the customer's needs.

This will also indicate to Purchasing when an alternate vendor should be sought on any item.

"The bottom line is more information more quickly," Mr. Lahn concluded. "This will be reflected in better performance all around: better purchasing, better service, and better profitability."

## British Visitors

# When They Said, "Tour," They Meant Business!

For five days in April, Los Angeles played host to an unusual delegation from England: twenty-six members of the British Textile Rental Association,



Ray Clavelot, Los Angeles District Manager, guides BTRA members through the Los Angeles Plant. (Next to Ray is Simon Rawlins, BTRA Director General.)

BTRA, the British counterpart of IIL.

They came to tour the American industrial laundry industry. And, in this case, they meant business.

The delegation included representatives of the best and the biggest textile rental firms (industrial laundries) in Great Britain — including two from Ireland and one from Scotland.

Following a busy agenda arranged by Bernie Ehrlich, IIL Executive Director, and Simon Rawlins, BTRA Director General, the British visitors toured six industrial laundries in Southern California. Prudential was first on the list.

Arriving in Los Angeles Sunday afternoon, April 22, the group was ready at 8:00 a.m. Monday for a bus ride to Prudential's Cerritos Dust Control plant.

At a noon luncheon at Saddleback Inn, BTRA members and Prudential management compared the different styles of doing business. Following lunch, it was on to the Los Angeles plant for another tour.



Bill Walters, Los Angeles District Manager, heads another group of visitors on the Los Angeles Plant tour. During the fast-paced five-day tour, BTRA members toured four other industrial laundries in Southern California.



TOP — In formal oath taking, Tony Schellekens becomes an American citizen.

BOTTOM — Accepting the cherished Certificate of Naturalization.



FIRST ACT as an American is to register to vote. Tables were set up for registration just outside the court room where oath was taken.



THE NEW CITIZEN is flanked by his sponsors: Howard Andrewson and Gifford Tiffany.

## A Solemn Oath; Then You're An American

**Life has its serious moments, even for those who refuse to take life seriously.**

To most members of the Prudential family, Tony Schellekens seems never to be serious. A familiar face to all Prudential plants — as a result of his duties in the Staff Engineering Department — Tony laughs easily and often. He is known as a snappy dresser, a good dancer and in social situations, “the life of the party.”

But life has its serious moments even for those who refuse to take life seriously. On May 1, at the Orange County Court House, Tony Schellekens had such a moment. Along with 191 other transplanted foreigners, Tony took the formal oath vowing fealty to the United States and became an American citizen. It was an event that took long planning.

Tony was born in Den Haag, Holland. As a boy he saw his homeland occupied by enemy forces during World War II. Because of activities in the Underground when he was a teenager, Tony was placed in a prison camp until the War's end.

Following the War he attended St. Joseph's College in Holland to study mechanical engineering and later attended Delft University in Holland where he obtained a secondary degree — equivalent to a Master's Degree in American universities.

In May, 1960 Tony accepted an engineering assignment to work on the design of feedwater heaters and condensers for Williams Restaurant Supply in Winnipeg, Manitoba, Canada. It was his first entry into the new world.

By 1967 he migrated to Los Angeles where he went to work for Minibus, Inc., of Pico Rivera as a manufacturing coordinator. In October, 1971 he joined the Prudential engineering team under the direction of Blair Gallagher — the position he still holds.

Tony's decision to become naturalized began more than five years

ago when he made the first contact with the U. S. Immigration and Naturalization Service. When time approached for the formal oath taking, he had to select two American sponsors to vouch for his work habits in America and the absence of any criminal or subversive activities.

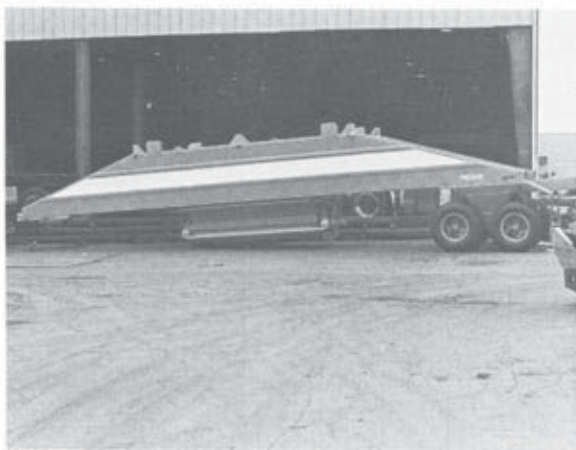
At his side for the naturalization ceremony were Howard Andrewson and Gifford Tiffany, his American sponsors. Following the oath — which was administered by a Superior Court Judge — Tony received the long-sought Certificate of Naturalization from an official of the U. S. Immigration and Naturalization Service.

There was one final step. At least Tony considered it part of the process of becoming an American. Even before he accepted the congratulations of his sponsors, Tony got into line with other new Americans and registered to vote.

Then the serious moments were over. It was time for congratulations, picture taking and the familiar laughter. “Just call me ‘Mr. Schellekens, American Citizen,’ ” he quipped to the photographer. “And make me look good!”

## "Nearly every order is a custom order"

The highly specialized construction equipment manufactured by Challenge-Cook Brothers, Inc., requires both the technology of assembly-line construction and the ingenuity of individual attention. Workers put finishing touches on earth-hauling trailers and concrete mixers manufactured at the company's Industry, California facility. The company, family owned and operated, has become a world leader in manufacturing heavy duty equipment for the construction industry.



# Challenge-Cook Bros. Pursues Dual Goals: Adv

If a single element marks the atmosphere at Challenge-Cook Brothers, Inc., of Industry, California, it is the feeling that this is no single purpose company. For more than thirty years, C-CB has pursued a dual set of goals: to become the world's best and largest manufacturer of heavy-duty truck equipment, and at the same time retain the atmosphere of a close-knit family company. It is by no chance happening that the company has been successful in both endeavors.

Challenge-Cook Brothers had its origin in a family partnership and a belief that even a good thing needs improvement. Charles E. and Howard F. Cook opened an agency to sell Ford trucks in 1925. Within the first few years of operation they began to modify the basic trucks by installing specialized chain drives, hoists and other attachments.

In 1936 they received a contract from the U. S. Army Corps of Engineers for several of the modified trucks. That order was to establish them in the heavy duty truck field. It was the beginning of C-CB's role as supplier to the construction industry. As major construction projects grew bigger and more complex, C-CB built the equipment to move large volumes of earth and construction machinery.

Today Challenge-Cook Brothers, Inc., is the world's leading manufacturer of truck-mounted concrete mixers and pumps and a major manufacturer of earth hauling trailers. Its expanded product line

includes a highly successful hide-tanning tumbler that was modified from the concrete mixer design. C-CB is also a major manufacturer of industrial laundry dryers; Challenge dryers are familiar sights in Prudential plants.

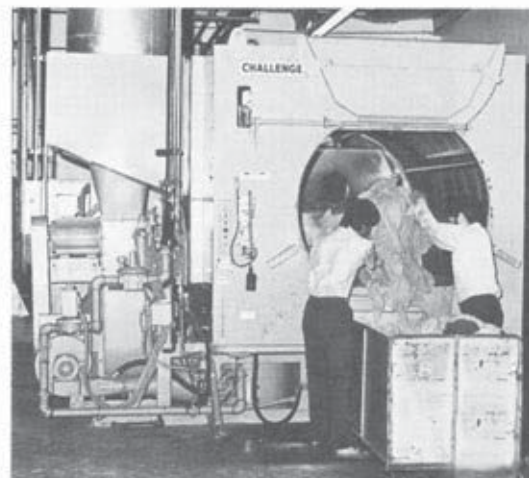
Located on a 26-acre site in the City of Industry, C-CB headquarters and one of the firm's three manufacturing facilities sit in easy proximity. From the entrance on Gale Avenue, there is little indication that major manufacturing is being conducted at the location. To the left of the entrance a show room houses a gleaming paint and chrome concrete mixer or earth hauling trailer. To the right long gleaming corridors lead to the executive offices.

Separated from the executive offices by a terraced parking lot is a second set of offices. These house the focal point of the manufacturing facility: the Engineering Department. "Nearly every order that comes into C-CB is a custom order," explains Jim Shunkwiler, Trailer Foreman, who acted as tour guide for *OFF-THE-CUFF*. "When the order comes in, Engineering draws up the plans to fit C-CB equipment to the customer's requirements."

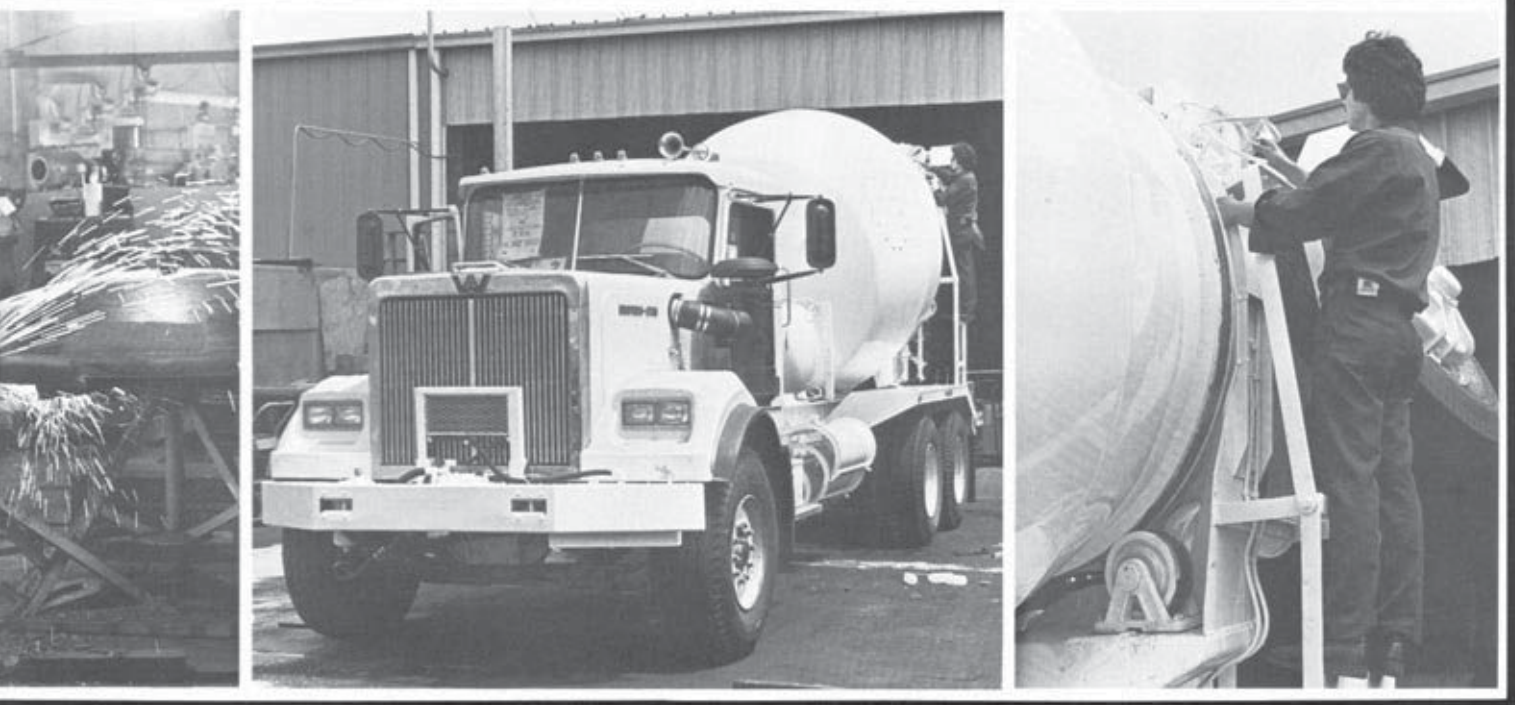
In a tour that includes the manufacturing plant, metal fabricating plant, paint shop and parts warehouse, Mr. Shunkwiler pointed out the systems that allow custom equipment to be produced on an assembly line. The result of the engineers' work is a packet of paper work — the job

order. This accompanies the concrete mixer, pump or trailer through the plant. At each station on the line the appropriate parts are moved into position. Following the instructions on the job order, huge pieces of metal take shape as heavy duty equipment that will soon help to build roads, buildings, dams and even cities.

When the country of Brazil decided, a decade ago, to build a completely new highway system, there was no known earth moving equipment that could meet the construction schedule the country had set. Engineers came to Challenge-Cook



**PRUDENTIAL SUPPLIER . . .** Challenge-Cook Brothers seems to approach everything in twos. Its relationship with Prudential is no exception. C-CB is both a Prudential customer and a supplier. In its Bryan, Ohio plant, C-CB manufactures the Challenge dryers used in Prudential (and other industrial laundry) plants.



## Advanced Technology & Old-Fashioned Attitudes

others for super haulers to speed construction of the highway system.

Using the same engineering and manufacturing procedures that move a single custom-ordered concrete mixer through the plant, C-CB built ten of the largest earth haulers ever constructed. When completed, each unit could carry 110 tons of dirt. Prior to the super haulers, the largest units carried a maximum of 70 tons of dirt. Haulers used on most construction projects carry no more than 20 tons.

In spite of the fact that C-CB is already the world's leading manufacturer of con-

crete mixers, the future calls for more growth. In 1980 C-CB will complete construction of a \$5 million plant in Calhoun, Georgia to manufacture concrete mixers. At the same time company leaders are studying the trends and projections of construction needs of the future.

Because big construction projects tend to go in cycles, the company that plans to meet future needs must think ahead of those needs. Dan McCluer, C-CB President, explains it:

"When I first joined the company I worked on bottom dump Earthaulers and off-road Earthking tractors that we were producing for the large Western dam construction jobs then underway. Later as the Interstate Highway Program came on stream, we discontinued the tractors and concentrated on large off-highway Earthaulers.

"These were used all over the country for the big highway projects of the 60's. We also developed the Tilter paving mixer which exactly suited these large production highway jobs.

"From the 70's we shifted the emphasis in the trailer division from off-highway to on-highway, producing models for the hauling of dirt and aggregates on the highways.

"Looking to the 80's, we will have new off-highway haulers in response to needs that we see developing in Western surface mines."

The ability to move comfortably from decade to decade and construction cycle to construction cycle has marked C-CB's history. Mr. McCluer concludes it will also shape the company's future.

"I see no drastic changes for C-CB. But I do see steady, planned change as we learn how to be better at the things that we are already good at. We need long range planning, but we also must retain our capability for fast reaction to opportunities, because that is one of our strongest qualities."

These sentiments are echoed by Mr. Charles E. Cook, C-CB's Chairman of the Board. (Mr. Howard Cook died in 1971.) Mr. Cook intends that the company he and his brother founded will continue to produce like a large manufacturing company and behave like family, albeit a growing one.

In the Fall '78 issue of *INK*, the company publication, Mr. Cook assured C-CB employees of the continuity of the company's management style. "It is often difficult or impossible to keep a large company such as C-CB with assets of many millions of dollars in a family," he said. "However, I have already taken the necessary steps to assure that C-CB ownership will continue in the family.

"I want our employees to relax and not worry about this. I want them to enjoy their work — the way I do."



**PRUDENTIAL CUSTOMER . . .** In its headquarters and manufacturing facilities in Industry, C-CB uses Prudential Dust Control products to keep its environment clean and orderly. Bob Hankins, Office Services Manager, and Jim Shunkwiler, Trailer Foreman, visit with Dick Boudreau, Prudential District Manager.



Kevin Wilkins  
Riverside



Sandy Hamilton  
General Office



Katie Jones  
Irvine



George Hudson  
Milpitas



Vartan Aintablian  
Van Nuys



Mike Simich  
Irvine



Mike Rice  
Los Angeles



Sandi Obrey  
Cerritos

# Newsmakers

**Kevin Wilkins**, former head washman of the Riverside plant dry cleaning room, has been promoted to the sales and service department and named a utility route salesman.

Kevin has been with Prudential since September, 1973. He is single and lives in Riverside.

If you like a winner, you'll love **Sandra Hamilton**. Sandy is a recent graduate of Foothill High School, Tustin, and is a part-time employee in the General Office assigned to accounts payable.

On Foothill High Honors Night — when the graduating seniors were honored for outstanding achievement — Sandy was the recipient of three awards: the Good Citizen Award, Girls State and Soroptimist Club Awards. She also received a California Savings and Loan League Outstanding Student Award.

**Katie Jones**, part-time employee at the Irvine plant office, was also an award recipient at Foothill High School Honors Night

She was honored for her achievement on the Foothill High Speech Team.

**George Hudson**, Milpitas route salesman, rejoined Prudential's sales and service team after a brief business venture as a water distiller.

George returned on May 21. He had previously been with Prudential from April, 1970 until December, 1978.

George and his wife make their home in Fremont with their two sons — Eugene and Max — who both attend North Valley Baptist School.

**Vartan Aintablian** recently joined the Van Nuys sales and service department as a route salesman. He is assigned to Route 11.

Vartan was raised in Boston. He studied English and biological science in college.

When Vartan's family went into their own business, his interest in the business world grew. He looked for a company "I could grow with" and subsequently joined Prudential.

Vartan and his wife, Cynthia, spend their free time on family outings. They are restaurant connoisseurs but they also enjoy the great outdoors.

**Mike Simich** recently joined the Irvine sales and service department as a route salesman.

Mike was born in Canton, Ohio but has been in the Orange County area for the past several years.

He and his wife, Patricia, are presently in the process of remodeling their home in Costa Mesa. Mike's hobby is woodworking.

**Mike Rice**, formerly Prudential's control analyst, recently transferred to the Los Angeles plant as a retail route salesman. He is assigned to Route 21.

A six-year veteran with the company, Mike was originally recruited by Cerritos Dust Control. He was assigned to Route 62 in 1973. He transferred to the General Office in January, 1976 to take on the control analyst assignment.

Mike enjoys surfing in his free time and lives in Long Beach with his wife, Becky. They have one son.

Two familiar faces at the Cerritos

office will soon be missing: **Sandi Obrey** and **Bev Patton**.

On June 29, the Dust Control Division said goodbye to Sandi who had been with the Cerritos office for four years.

Sandi and her husband have four children and she decided to change her classification from secretary to housewife.

Beverly Patton, who has been with Prudential Dust Control almost eleven years, is retiring at the end of July.

Bev started at the old South Bay branch and moved to Cerritos when the new plant was completed.

When asked about her future plans, Bev said she intends to "enjoy my grandson and do some painting."

The **Chuck McGee** family recently spent a week in Hawaii — thanks to their daughter who won the trip through a drawing.

Chuck is a corporate salesman assigned to the Riverside plant.

**Bill Crawford**, Irvine route salesman, and his wife, Nancy, recently welcomed a baby girl.

The new addition arrived in January and was named Jennifer Marie.

Bill is assigned to Route 24.

**Joyce Dixon** has been named supervisor of the Milpitas supply department.

Joyce joined Prudential in January, 1978 as a towel folder. In January, 1979 she became a distributor, the position she held until her recent promotion.

Joyce and her husband, Robert,





Bev Patton  
Cerritos



Bill Crawford  
Irvine



Joyce Dixon  
Milpitas



Greg Maciha  
Irvine



Joe Bunney  
Irvine



Carl Gomez  
Los Angeles



Rich Gonzales  
Milpitas



Joan McGirr  
Milpitas

live in Newark. They have two children

**Greg Maciha**, who has worked part time at the Irvine plant, joined Prudential full time for the summer. He is presently assigned as a grader.

Greg recently graduated from Mater Dei High School. His hobbies include camping, motorcycling and shooting.

In addition to working at Prudential, Greg is currently with the Orange Police Explorers Post 266 where he is a sergeant. He plans to attend Santa Ana College in the Fall and major in business.

**Joe Bunney**, who will be a senior at Fountain Valley High School in September, is working at the Irvine plant for the summer as a truck unloader.

Joe raises love birds and finches. He is an avid football fan and loves the beach.

**Carl Gomez** joined District 3 in the Los Angeles plant in late February and was assigned to Route 1.

Carl is originally from Santa Ana but now lives in Alhambra with his wife, Adella, and two children — Carl, 5, and Kimberly Diane, 1. He attended Cypress College. In his spare time he enjoys playing the steel guitar.

**Rich Gonzales** joined the Milpitas sales and service department after

1½ years as the inventory controller for U-Haul of San Francisco. Rich is assigned to Route 46.

Married for two years, Rich and his wife, Dana, recently moved to South San Jose. They enjoy motorcycling, archery, swimming and dancing.

**Joan McGirr** joined Prudential March 30 as a clerk typist in the Milpitas office. Joan is married to a naval instructor and has one son and two daughters.

The McGirrs are involved in rebuilding old cars and trucks. They also raise Afghan dogs for showing and hunting.



## CLASS OF '79

Five June graduates from high school (one from Mater Dei and four from Foothill) were part-time employees of Prudential. Three are employed at the General Office and the other two at the Irvine plant.

Left to right, the girls are Katie Jones, Irvine plant; Vivian Heredia, accounts payable; Sandy Hamilton, accounts payable; and Jackie Hormuth, personnel. Greg Maciha, Irvine plant, is seated.



Dave Weir  
Milpitas



Allen Hall  
Los Angeles



Karl Brown  
Irvine



Bruce Glass  
Los Angeles



Ken Ludwig  
Irvine



Jackie Hormuth  
General Office



Bobbie Jared  
Irvine



Donna Erickson  
Cerritos

## MORE NEWSMAKERS

Dave Weir, who started with Prudential in May, 1976 as a corporate sales trainee in the Van Nuys plant, was recently promoted to District Manager in the Milpitas plant.

Dave subsequently served as a route salesman and corporate salesman in Van Nuys. He transferred to Milpitas as corporate salesman in January, 1978.

Dave attended Cal State Hayward and has a Bachelor's Degree in political science. He and his wife, Margaret, live in Pleasanton.

As volume increased in Los Angeles, District 4 established a new route. Frank Robson, formerly of District 5, was assigned to the new route. His former route is now assigned to newcomer Allen Hall.

Originally from Cincinnati, Allen has lived in California since 1968, most recently in Garden Grove. He and his wife, Rose, have two children — Jason, 3, and Lisa, 1.

Allen was formerly the manager of a Kentucky Fried Chicken Restaurant in Downey. No, he won't divulge the identities of the 11 secret herbs and spices!

Karl Brown, a former route salesman with Cerritos Dust Control, recently transferred to the Irvine plant. He is assigned to the Long Beach route.

Karl and his wife, Linda, have five children.

Karl has been with Prudential since December, 1976.

Bruce Glass joined Los Angeles sales and service in March and was assigned to Route 4.

Bruce and his wife, Joey, are avid disco dancers who attend classes at Fr Astaire Dance Studio in Pasadena a have a dance floor and sound system in their home.

Bruce was born in Piqua, Ohio but moved to California at an early age. He is a Coast Guard veteran and graduate of National Technical Trade School where he studied motorcycle mechanics.

Wedding bells and a Hawaiian honeymoon are in the near future for Ken Ludwig, Irvine route salesman.

Ken will be married on September 11 to Loraine Reddin. They will be married on Kauai and will continue their two-week honeymoon on all four of the Hawaiian Islands.

According to Tee Langevin of Personnel, Jackie Hormuth is about the most welcome part-time employee in the General Office. Jackie started learning the Personnel Office routines in April on a part-time basis while attending school. After graduation from Foothill High this June, she has been working "almost full time."

Jackie lives with her parents in Tustin

Bobbie Jared has rejoined Prudential's Irvine plant after living for a short period in Lake Tahoe. She is the Supply Supervisor.

### KEX NATIONAL AWARD

## Worth Going After

By Dave Whitworth

I first learned of the KEX National Sales Award two and a half years ago, and set this as a goal I wanted to achieve. Receiving the Award for 1978 and traveling to Scottsdale, Arizona to the KEX National Convention was an experience all our route and corporate salesmen should have.

I've always felt a great pride in Prudential Overall Supply, both in its products and people. However, it never hit me what a terrific organization we have until I won this award and went to the convention. People from all over the United States and various countries were there and every one of them knew about Prudential. I was congratulated so many times just for being from Prudential that I sometimes forgot that I won an award. At times I thought I was being honored because I was representing Prudential Overall Supply.

I came back from this convention loaded with ideas and information from other KEX members. I've always wanted to be Number One, and the national opinion is you are Number



Receiving the Award in Scottsdale

One if you're employed by Prudential.

Here at Cerritos we have a man who is nationally known and respected — Howard Andrewson. I hope that 30 years from today I have established one-half of the friendships and respect that Howard has, those being the true trademarks of success.

To have been a small part of the 1979 KEX National Convention will be a building block in my future and a rich and rewarding experience for me. Each year this award can be attained by someone here at Prudential.

We have set an example to the rest of the industry and that example is quality and service. By continually winning the KEX award we perpetuate this example providing our customers with the quality and service they deserve.



Linda Zenk  
General Office



Darryl Clark  
Irvine



Keith Allan  
Cerritos



Wally Bain  
Cerritos



Jim Deschenes  
Los Angeles



Mike Talley  
Irvine



Ken Foster  
Los Angeles



Mike Hatch  
Riverside

Bobbie has two daughters — Gina, 14, and Lisa, 11. She likes plants, sewing and trips to the River.

Bobbie and her daughters are presently in the process of refurbishing their apartment. The handy threesome has scraped floors, put in new floors and painted.

**Donna Erickson**, who joined Prudential's Cerritos Dust Control Division in March, 1979, was recently named secretary.

Donna is a resident of La Puente. She likes macrame, camping and outdoor sports.

**Linda Zenk** has joined the General Office as Controller.

Linda was formerly with Peat, Marwick, Mitchell & Co. and is a Certified Public Accountant. She has also served elsewhere as a controller and has operated her own accounting practice.

Linda and her husband, Ron, are residents of Villa Park.

**Darryl Clark**, student at Orange Coast College, is working at the Irvine plant for the summer. He is running vacation routes.

Darryl is the youngest son of **Don R. Clark**, Prudential President. At Orange Coast College, he is taking classes in business administration. His hobbies consist of girls, bike riding, snow and water skiing.

Prudential Dust Control recently welcomed two new route salesmen: **Keith Allan** and **Wally Bain**.

Keith is married and lives in Los Alamitos with his wife, Michelle. They enjoy all water sports and Keith has studied rate for the past two years.

Wally joined Prudential in March. He and his wife, April, live in Huntington Beach with their small son. Wally enjoys all sports — especially motocross.

Los Angeles recently welcomed **Jim Deschenes** as a route sales trainee. Hailing originally from New London, Connecticut, Jim has been a resident of California for 32 years. He holds a Bachelor of Science Degree from Cal State Long Beach with a major in marketing and a minor in electronics.

Jim and his wife, Judith, a pediatrics nurse, live in Garden Grove. They have a son, Anthony, 11; and three foster children: Shelly, 3; Jeremy, 2; and Courtney, 14 months.

In his spare time Jim enjoys jogging, woodworking and the performing arts. He also reads French and participates in an annual Hawaiian Outrigger Canoe competition.

**Mike Talley** joined Prudential's Irvine plant in January as a maintenance helper.

Mike and his wife, Connie, are the new parents of a baby girl, Michelle Amber. They live in Santa Ana. Mike's hobby is

building radio-controlled boats.

The familiar face of **Ken Foster** is now part of the Los Angeles sales and service force. Ken transferred from the General Office in early March. He is assigned to Route 2 in downtown Los Angeles.

Ken is a native Californian and a graduate of the University of Southern California with a B. S. in business administration. He and his wife, Dorothy, live in Tustin and have two sons — Doug, 12, and Steve, 10.

Riverside's **Mike Hatch** has had a lot of good things happening to him lately.

He and his wife, Linda, just welcomed a new baby boy, born March 30; then he was assigned to Riverside's newest wholesale route, No. 46.

Mike joined Prudential in November, 1978 as a route sales trainee. In December of that same year he became a utility route salesman.

## Wedding Vows

On June 30, Dan Clark and Laurel Ann Kadlec were married in an informal garden ceremony at the home of Laurel's parents, Mr. and Mrs. Walter Kadlec of Newport Beach.

Laurel is a graduate of Corona Del Mar High School. After majoring in health sciences at Orange Coast College, she worked in the O.C.C. Health Sciences Department arranging health clinics and providing health sciences career education to students. After her marriage, Laurel will continue to work toward a degree in health sciences at Cal State Long Beach where she is currently enrolled. Eventually she plans to

pursue a career in the health field.

Dan is Prudential Executive Vice-President—Operations. He is the son of John D. Clark, Prudential Chairman of the Board, and Mrs. Catherine Clark of Del Mar. Dan has spent his entire work career at Prudential. He worked summers for the company while attending high school and college. After graduation from the University of Southern California, he joined the Prudential management team full time.

After the wedding Dan and Laurel enjoyed a brief honeymoon in Santa Barbara. They make their home in Laguna Beach.



## ON THE COVER

The afternoon garden wedding of Dan Clark and Laurel Ann Kadlec of Newport Beach is the subject of the cover photo. (See wedding story on Page 11).

## THIS ISSUE

The Dust Control Division, Cerritos, was responsible for the contents of this issue of OFF-THE-CUFF. General Manager Howard Andrewson selected this issue's featured customer and collected four pages of newsmakers from fellow Prudential employees and was one of the host plants for a tour by British visitors.

### OFF-THE-CUFF

A Quarterly Publication  
of  
Prudential Overall Supply

*Dedicated to the improvement  
of employee morale  
and the broadening  
of customer relationships*

Dale Bain  
Editor

Pauline Tiffany  
Associate Editor

Please address all correspondence,  
including changes of address, to:

Prudential Overall Supply  
P. O. Box 11210  
Santa Ana, Calif. 92711



## Lois Crutchfield, L.A., Retires

Lois Crutchfield, Los Angeles plant flat work and shop towel supervisor, was honored by fellow employees on April 6 when she retired after 19 years in the Los Angeles plant.

In the photo above she is flanked by Bernice Shoberg, Los Angeles General Manager, and Darrel Hogan, Director of Purchasing, who represented Administra-

tion at the retirement festivities.

Lois came to the Los Angeles plant in January, 1960 as a flatironer. She was later named supervisor of the flat work department. When the flat work and shop towel departments were combined, Lois was selected to supervise the department.

Lois lives in the city of Bell with husband, Bryant.



## Lou Mathisen, V.N., Retires

Lou Mathisen, Van Nuys wholesale route salesman, retired March 30 after 18 years at the Van Nuys plant.

Lou joined Prudential in January, 1961 as a utility driver. He later served as a retail route salesman and eventually be-

came a wholesale route salesman, the position he held until his retirement.

In the photo above, taken by P. Patrick at the time of his retirement, Lou is shown with his wife, Rosezella. Born in Florence, Alaska, Lou and Rosezella now make their home in Chatsworth.