

*Season's Greetings*



PRUDENTIAL OVERALL SUPPLY

# OFF-THE-CUFF

Vol. 21 No. 4

CHRISTMAS 1979



*The decade of the 70's has brought about many changes in Prudential – more plants in operation, more volume of business, and more jobs for people. We have strengthened our position in the areas we serviced at the beginning of the decade as well as expanding our service territories. This adds security to every job level in our Company and greatly enhances our individual growth potential in years to come. As our Company grows, so grows the future opportunity for each of us. We also protect the security of the position we have gained for ourselves in the past. As we view what is happening in many industries today, with massive layoffs of employees, I thank God each day for the security and steady nature of our business. Barring a complete breakdown in our economy, I still see the opportunity for growth for each of us as we go into the decade of the 80's.*

*Yes, we at Prudential are fortunate. We have a happy work family, always increasing in their productivity, with ever-improving economic results both for themselves and our Company. May God guide us in keeping it this way.*

*In September and October of this year, my wife and I spent six weeks in Europe. We visited England, Wales, Greece, Bulgaria, Russia, Turkey, Italy, Portugal, and Spain. We spent enough time in each country to get a feel for their religious, political and economic systems. We sensed here ingrained in the history of these countries the birth and development of our present-day Christianity. In Russia, where the religious freedom of their people is greatly restricted, we saw people living under strain. We saw the economic condition of countries under the Moslem faith. We traced the journeys of the people of Christianity since Christ's birth. We came home thanking God for rooting us in America. God bless our homeland! It is the greatest country on earth! We have our economic problems, but we are so much better off than any place in the world. We have a long way to go yet to reach our potential, but the spirit of America will prevail.*

*May a Divine Providence bless each and every one of you in this Christmas Season.*

*– John D. Clark  
Chairman of the Board  
Prudential Overall Supply*

*December 3, 1979*

*La década de los 70 ha llevado consigo muchos cambios a Prudential – la operación de más plantas, un mayor volumen de negocios y más puestos para un mayor número de personas. Hemos fortalecido nuestro puesto en los campos que servimos a principios de la década y a la vez, vimos un aumento de las regiones que servimos. Esto aumenta la seguridad en cada nivel de trabajo de nuestra Compañía y mejora mucho la posibilidad para el desarrollo personal durante los años que vienen. Mientras que crece nuestra Compañía, así crece la oportunidad futura de cada uno de nosotros. También protegemos la seguridad del puesto que hemos ganado para nosotros en el pasado. Cuando notamos lo que pasa en muchas industrias hoy día, como por ejemplo los extensos despedidos de empleados, le agradezco a Dios todos los días la seguridad y firmeza de nuestro negocio. Salvo un fracaso completo de la economía, yo preveo la oportunidad de crecer para cada uno de nosotros mientras que entramos en la década de los 80.*

*Es verdad que nosotros aquí en Prudential somos afortunados. Tenemos una familia feliz de trabajadores, siempre mejorándose en la productividad, con resultados económicos siempre mejores para ellos y para la Compañía. Que Dios nos ayude en mantenerlo así.*

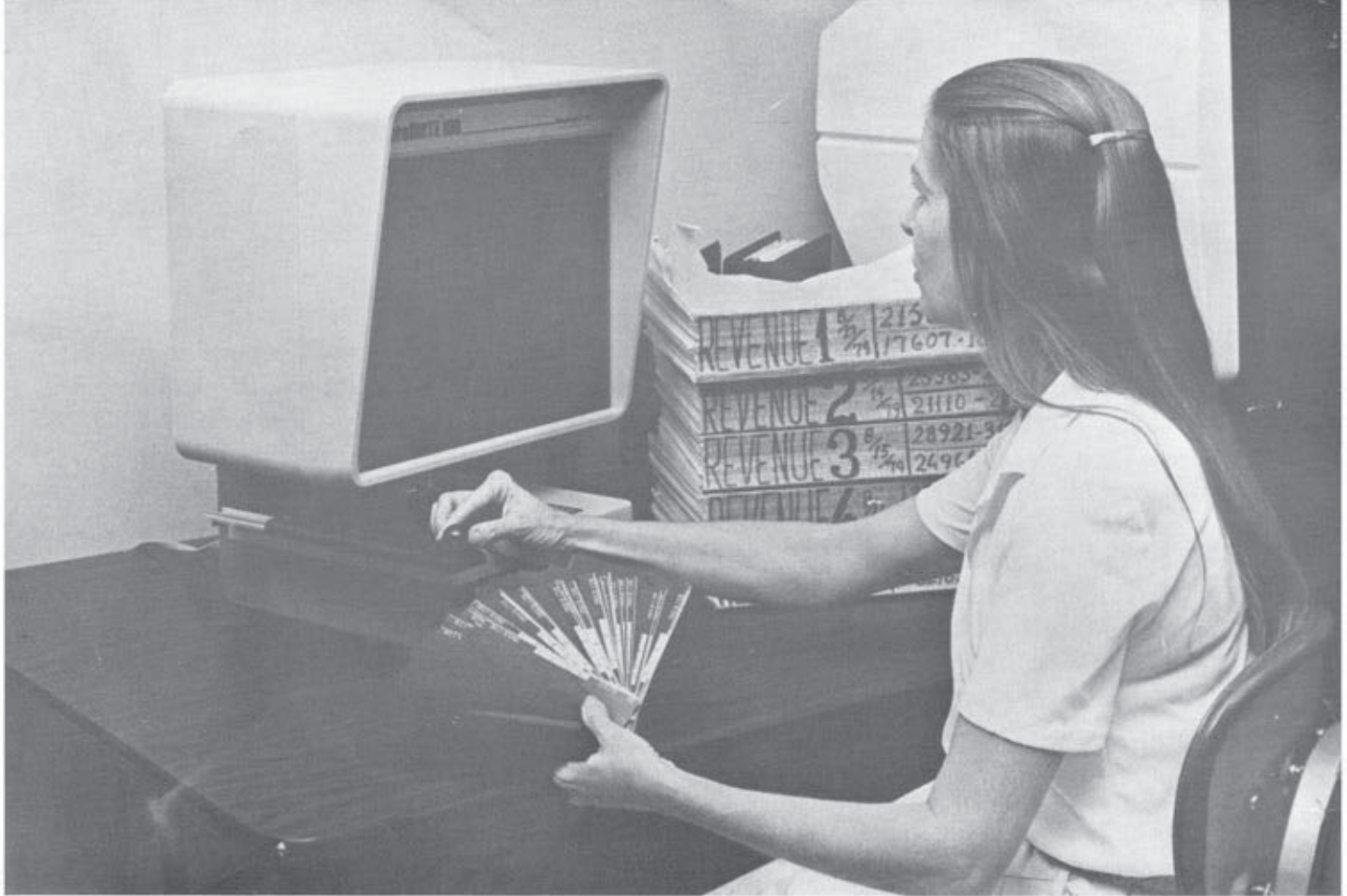
*Durante septiembre y octubre de este año, mi esposa y yo pasamos unas seis semanas en Europa. Visitamos Inglaterra, Wales, Grecia, Bulgaria, Rusia, Turquía, Italia, Portugal y España. Pasamos bastante tiempo en cada país para llegar a tener un sentido de los sistemas religiosos, políticos y económicos. Sentimos allá arraigados en la historia de aquellos países el nacimiento y el desarrollo de nuestra cristiandad moderna. En Rusia, donde se restringe severamente la libertad religiosa de la gente, vimos que la gente vivía con mucho cansancio. Vimos la condición económico de los países que viven bajo la creencia islámica. Seguimos los pasos de las gentes cristianas desde el nacimiento de Cristo. Volvimos a nuestro país agradeciéndole a Dios el habernos implantado en América. ¡Que Dios bendiga nuestra patria! Tenemos problemas económicos pero gozamos de una vida mucho mejor que la de cualquier otro lugar del mundo. Nos falta mucho alcanzar nuestras posibilidades, ¡pero el espíritu de América vencerá!*

*Que la Providencia Divina les bendiga a cada uno de ustedes durante estas Navidades de 1979.*

*– Juan D. Clark  
Presidente de la Junta  
Prudential Overall Supply*

*3 de diciembre de 1979*





WITH A FLICK OF THE SWITCH, Norma Belding, Senior Data Control & Entry, can quickly locate a transaction on microfiche. Before producing the revenue runs on microfilm, she would have had to scan through the stack of printed pages on the table.

### Microfiche

## TAKES THE PAPER OUT OF PAPERWORK

Anyone who has seen a James Bond movie is familiar with the process of microfilm. Using a miniature camera, 007 can photograph all the records in the villain's vault onto a piece of film no larger than a fingernail.

In recent years microfilm has emerged from spy thrillers and has gained respectability as a working tool of the modern business office. The process virtually takes the paper out of paperwork.

Prudential found ideal application for microfilm in recording the daily revenue runs—the list, by route, of every transaction in the Company for each day.

A process that formerly required 700 pages of computer print-out is now produced daily on ten pieces of microfilm. The film is produced

from magnetic tape, directly from the computer, and the cumbersome daily revenue runs are never printed.

The system, known as microfiche (pronounced “micro fish”) is remarkably simple. The entire system includes 4” by 6” sheets of film (or fiche), ring binders for storage, a reader at each plant, and one reader-printer at the General Office.

Using the magnetic tape following the computer run of the day's invoices, an outside computer service produces the inexpensive fiche for approximately the cost of the paper the revenue run was formerly printed on. The computer time to print the 700-page document and the space to store it are no longer used.

Although the entire day's revenue run could be printed on three fiche,

ten are used daily because each plant receives its own transactions.

Readers which resemble a small television screen illuminate a picture of transactions by route. Tiny square images placed in a grid on the fiche contain the transactions of each route. Using an index in the final grid, the viewer can quickly focus on the desired route and read the day's transactions exactly as they were formerly printed on the print-out pages.

When a copy is required, a call is made to the General Office. Because few prints are called for, only one printer serves the entire Company. Here, using the same focus procedure, the viewer can push button to produce an 8½” by 11” copy of the image that appears on the screen.





**PLANT TOURS** took visitors to each area of the plant where they heard about Prudential procedures and equipment. This group of visitors listens to Gifford Tiffany, Vice-President—Marketing, describe the ultra-quiet Parker boiler.

Visitors learn the intricacies of the industrial laundry industry at

# The Tucson Plant Open House

Plant tours, a buffet supper, prizes for employees and a visit from the press combined to make the grand opening of the Tucson plant a whopping success.

General Manager Frank Clark personally greeted more than 200 visitors to Prudential's newest plant during the two-day celebration that marked its official opening. During the plant tour, groups of visitors were guided to each area of the plant where they listened to a description of the procedures and equipment used by Prudential employees.

Special emphasis was placed on Pru-



**BUFFET SUPPER** was served to visitors by members of the Tucson plant employee group. Diners were treated to a sound-slide program which outlined the history and future plans of Prudential Overall Supply.

dential's systems that conserve water and energy and protect the air and waterways of the community.

On the first day of the Open House, employees, their families and friends toured the new plant as Prudential executives filled in as tour guides. On the second day, the tours and speeches were repeated for members of the local business community. Customers, suppliers, and members of Tucson newspapers, radio and television stations were among visitors.

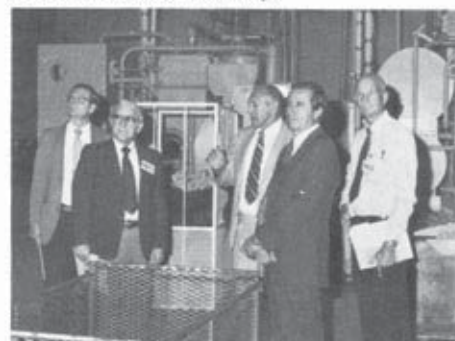
Tucson plant employees adjusted work



**PRIZES** were presented to employees for the participation in the Open House. Winners of towel sets were John Casey, Jerry Lowery, Rick Huebner, Suzanne Hudspeth, and Jan Arrowsmith.

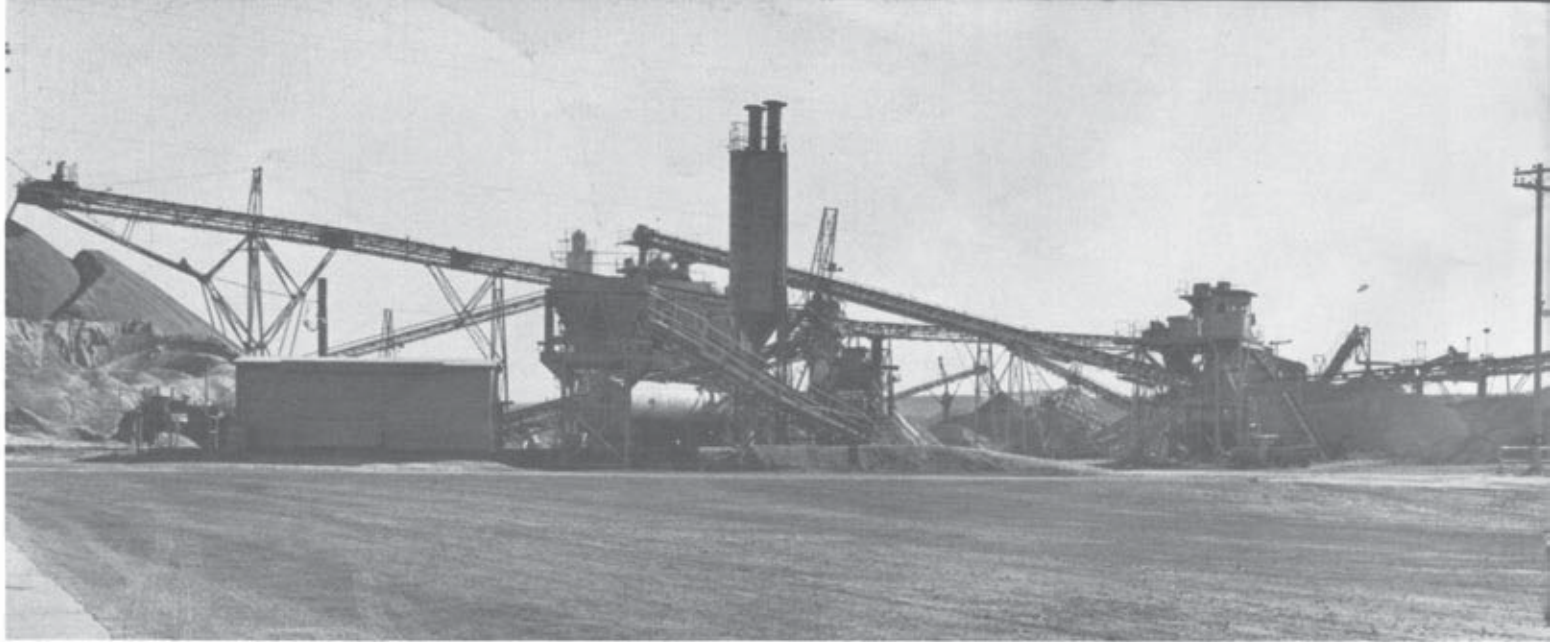
schedules and stayed on the job so visitors could see the new facility in operation. Tours were conducted from 4:00 to 6:30 p.m. each day.

All visitors and employees were treated to a buffet supper which was set up next to the distribution area of the plant and served by Tucson plant employees. Next to the dining area was a screen and sound-slide projector where diners could view a fifteen-minute narrated show depicting Prudential's history and the part Prudential has played in the progress of the industrial laundry industry.



**VISIT FROM THE PRESS** was a highlight of the two-day public relations event. Don R. Clark, President, conducted this guided tour which explained Prudential systems and equipment to reporters.





**Nelson-Sloan Transit Concrete and Aggregates, Chula Vista**

# WHERE PREPARING READY-MIX CONCRETE IS

If the term "ready-mix" calls to mind a box of cake mix, think again. At Nelson-Sloan in Chula Vista, California, ready-mix is a batch of concrete dispensed into a rotating drum of the familiar concrete mixing truck. The formula is specified by a laboratory. The amount of dry ingredient and moisture is controlled by a computer. The volume inside the drum is ten cubic yards of concrete—delivered to the construction site ready for pouring. The entire process is a piece of cake.

The 57-year-old transit concrete and aggregate supplier was founded in 1922 by Mr. M. L. Nelson on the site where the company's headquarters are located today. His original product was the sand and gravel used for preparing roadbeds and mixing concrete by hand at the construction site.

Today Nelson-Sloan operates 80 mixers, a total of 150 pieces of rolling stock, three mixing plants and three mining operations where sand and rock are mined for aggregate. The company employs 170 individuals and processes 100,000 tons of sand and gravel a month. Approximately 40 percent of the company's product is ready-mix concrete. The remainder is aggregate for road construction.

The heart of Nelson-Sloan is what company personnel refer to as "the plant." Located in the open air, mounds of dry ingredients ring a network of conveyors that lead to washers, sifters, crushers and storage bins.

Trucks carrying sand and rock from the company's three mining operations deliver enough raw materials each day to the plant site to keep the sifters, crushers and mixers operating for two shifts.

Dry ingredients are piled onto mounds above bottom-loading chutes that feed onto the moving conveyors. The shape of the mounds is constantly changed as they are loaded from the top and unloaded from the bottom.

Newly mined sand is washed to remove all traces of clay and foreign matter. "Only perfectly clean sand will produce top strength concrete," Ken Munson, Vice-President and Assistant General Manager, points out. After washing, moisture is removed from the clean sand.

Rocks are fed onto crushers where they are reduced to pellets. The size of the pellets varies depending on how they will be used. A by-product of the rock crusher is a powder that is used in producing plaster.

Each stage of processing carries the aggregate closer to the batch plant. Here storage bins hold a supply of each of the ingredients of concrete: aggregate, cement to bond them together, and water.

It is here that the business of producing concrete has become a science. Concrete of different strength and stress capabilities is required for different jobs. The concrete poured into a bridge span differs from concrete poured into the patio form of a private residence.

The contents of the concrete, known as admixtures, are determined by special-

ists. The architect who designs a high rise office building, a highway overpass or a private residence goes to an admixture laboratory for the specifications of his plan.

When the order and the admixture arrive at Nelson-Sloan, they are punched onto program cards. A batch console that functions like a simple computer reads the card to chute-load the dry ingredient and water into the truck's mixing drum. Mixing takes place in transit.

Because of constant growth and the need for absolute control of admixtures, Nelson-Sloan will soon install a computerized loading system. Unlike the batch console which is located on a tower above the loading platform, the new computer will be located in the company's administrative offices. It will control admixtures, prepare the customer's bill, monitor quality control and provide inventory information.

A company that has much to look forward to in the future, Nelson-Sloan is rightfully proud of its past. As a family-owned and operated business, the informal family style of management has

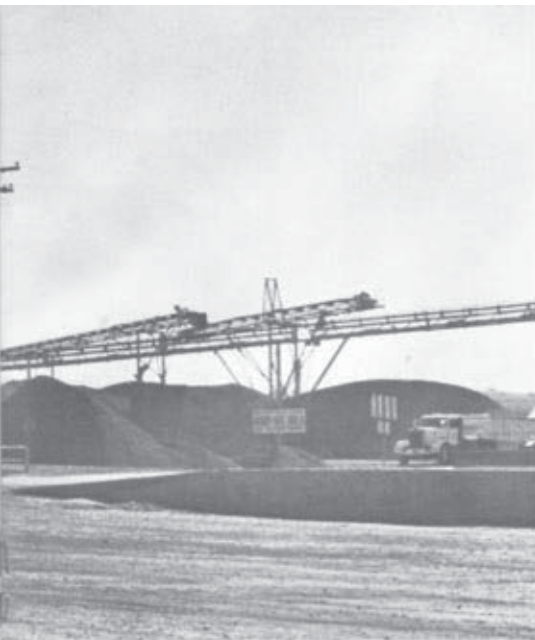


**PROUD OF ITS PAST** — Nelson-Sloan is still headquartered on the site of its original mixing plant in Chula Vista, California. Large photos of the company's early operation adorn the office walls.



**SURE OF ITS FUTURE** — Ken Munson, Vice-President and Assistant General Manager, explains to George Sothras and Bill Gilfillen of Prudential that a new computer loading system will aid future growth and streamline the company's billing, quality control and inventory procedures.





## A PIECE OF CAKE

been responsible for much of the company's success, Ken Munson believes.

"We're informal here," he notes as he conducts a plant tour for Prudential's *OFF-THE-CUFF* crew. "If we don't get dusty, we haven't done much."

The present work style goes back to company's founder, Mr. M. L. Nelson. After Mr. Nelson took a partner, Mr. Paul Sloan, and brought his two sons, Horace and Jim, into the business, the method of operation remained constant.

Nor is the family business style expected to change in the near future. When Mr. Sloan died, the Nelsons bought the Sloan share of the business from his heirs. In recent years, when Mr. Horace Sloan died, his sons expressed a desire to sell their share of the company business and Mr. James Sloan bought out his nephews to return the company to the ownership of a sole proprietor.

Sole proprietorship makes the company unique. One of the three largest ready-mix concrete suppliers in California, Nelson-Sloan is one of the largest such firms in the country owned by one individual.

**LIKE A GIANT SIFTER** — The network of conveyors prepares the dry ingredients of concrete (aggregate) for mixing. Sand is washed. Rock is washed and crushed. Aggregate is carried to the batch plant where it is chute loaded (with the aid of programmed batch console) into the mixing truck. Mixing takes place en route to the construction site where concrete arrives ready for pouring.





Alice McDiarmid  
Milpitas



Stan Cleveland  
Milpitas



Bob Sneddon  
Los Angeles



Hector Arrieta  
Los Angeles



Tracy Walsh  
General Office



Sue Brubaker  
Milpitas

# Newsmakers

## 'FAITH AND BGORRAH'

Alice McDiarmid, who was born in Glasgow, Scotland and migrated to the United States in 1963, joined the Milpitas office as a clerk-typist on November 12.

Alice and her husband, Jim, have two sons. An active, outdoors family, the McDiarmids enjoy tennis, jogging and children's soccer games.

## NATIVE SON

Stan Cleveland, a licensed steam engineer, joined the Milpitas plant on September 4, 1979 as a maintenance helper.

Stan is a native Californian. He and his wife, Becky, have one son, Chris, and are expecting another baby in December. The Clevelands live in Milpitas, just a few blocks from the Prudential plant.

## NEW ADM IN L. A.

Bob Sneddon, who joined Prudential in July, 1978 as a route salesman, has been promoted to Assistant to the District Manager. He is assigned to Bill Walters' district.

Bob and his wife Shelia have two sons: Brian, 2½, and Don, 1½. They are expecting a third child in February. The Sneddens, who plan their free hours for family activities, enjoy golf, reading and church activities.

## ON THE ROUTE

Hector Arrieta, who joined the Los Angeles plant in August, 1977 as a part-time cancellation clerk, has been assigned to a more chal-

lenging position. He is now a wholesale route salesman on Route 10.

During his leisure time, Hector enjoys disco dancing, fishing and socializing.

## NEW FACE IN RECEIVABLES

Terry Walsh, who was formerly employed as a cashier and receptionist at Grant Boys in Costa Mesa, has joined Prudential in the General Office.

Terry, who is single and lives in Santa Ana, was assigned to the Accounts Receivable Department on October 2.

## NEW ASSIGNMENTS

In new distribution of duties in the Milpitas management group, two new assignments were recently announced.

Sue Brubaker, who was formerly Supply Department Supervisor in the Riverside (and later Irvine) plant before migrating to Northern California, has been assigned the duties of Production Superintendent in the Milpitas plant.

Jim Steenport, who has been employed in sales and service and production in Milpitas since April of 1976, has been named Maintenance Superintendent.

## TOGETHER 25 YEARS

Congratulations to Jimmy and Alelie San Miguel, who celebrated their 25th wedding anniversary on December 1. Alelie is a seamstress in the Chula Vista Supply Room.

They had a ceremony at St. Charles Church in Imperial Beach

and reception at the Chief Petty Officers' Club in San Diego.

May they enjoy many more years of happiness!

## NEW ADM IN MILPITAS

Roger Slocum, a Milpitas route salesman since October, 1977, has been promoted to Assistant to the District Manager.

The new ADM was born in Vancouver, British Columbia, and grew up in Millbrae, California. He is the son of former jockey, Will Slocum.

Along with his wife Susan and son, Sean, Roger now makes his home in Milpitas. He is an avid country and western music fan, but also enjoys the sport of kings, and can be found studying the fine points of the breed near the paddock in his off-duty hours.

## PROUD PAPA

On September 19, Dan Chamberlain, route salesman at Cerritos, welcomed a new member into his family. He and his wife, Jerri, are the proud new parents of a 10 lb. 2 oz. baby boy named Jeremiah David. Congratulations to Dan and Jerri!

## FROM U-HAUL TO P. O. S.

Bill Reardon, a former professional musician who joined Prudential in July, 1979 as a route sales trainee, has been assigned to Route 93 in Milpitas.

Bill was Supply Manager of U-Haul's Northern California region before joining Prudential. He is single and lives in Newark.





Jim Steenport  
Milpitas



Roger Slocum  
Milpitas



Dan Chamberlain  
Cerritos



Bill Reardon  
Milpitas



Cleo Barton  
General Office



George Jonassen  
General Office

### RETURNS TO CALIFORNIA

Gary Van Tress, who owned a sprinkler installations business in Idaho Falls, Idaho before returning to California, joined the Los Angeles plant as a route sales trainee. Gary had formerly lived in California and missed the busy life.

He and his wife, Connie, have a nine-month-old son, Willie.

### FROM PITTSBURGH, PA.

Tom Hunter, a native of Pittsburgh, Pennsylvania who migrated to California fifteen years ago, has joined Prudential's Milpitas plant as of November 26 as a route sales trainee.

Tom was formerly a route supervisor with a competitive industrial laundry company. He and his wife, Marcia, have two children—Suzanne and Mark. They live in Milpitas.

### WE GET LETTERS!

Editor's Note — We all know honesty pays, but Los Angeles Wholesale Route Salesman Hector Arrieta learned it can be a real treat. He recently received the following letter from a grateful customer:

*Dear Hector,*

*Thank you very much for returning the money. I had missed it, but had no idea what I had done with it.*

*It is reassuring to find an honest man. Thanks again.*

*A co-worker had given me the money to buy him a large bottle of vitamins. After I misplaced the money. I had to pay for them out of my own pocket. I am sure glad to get the money back.*

*Enclosed is a dollar. Please let me treat you to a beer with it.*

*Sincerely,*

*Pete Matanger*

### FIRST TIME GRANDMA

Few people are prouder than first-time grandmas. Cleo Barton, secretary to Don R. Clark, joined that lucky group in August when her son and daughter-in-law, David and Debbie, presented her with her first grandson.

Jason Robert Barton was born

on August 21. He weighed in at a hefty 8 lb. 10 oz.

### FROM NEW YORK

Another new face in the Accounts Receivable Department at the General Office is that of George Jonassen. The 20-year-old former New Yorker migrated to California in January, 1979. He worked for Wemac Aircraft Parts of Fountain Valley before joining Prudential.

George and his wife, Felicia, live in Santa Ana.



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### SPECIAL HOURS FOR SANTA AND THE VERY MERRY CHRISTMAS PARADE

Fun, fantasy and traditional holiday spirit will be the magical ingredients for Christmas at Disneyland this year. The Park's 11-day celebration, December 21 through 31, is highlighted by the famous parade.

Holiday hours are 10:00 a.m. to midnight December 21-23; 10:00 a.m. to 7:00 p.m. December 24; 9:00 a.m. to 7:00 p.m. December 25; 9:00 a.m. to midnight December 26-30; and 9:00 a.m. to 7:00 p.m. December 31 before reopening for a special New Year's Eve Party.



# 1979 Service Anniversaries

At this time each year, Prudential recognizes employees for their years of service. This was an especially significant year in terms of Prudential's growth. 1979 saw the formation of an Arizona Division and the total number of employees exceed 700.

From its early beginnings, much of the Company's success has been attributed to the individuals who build careers at Prudential and grow as individuals as the Company grows. To build a career in any endeavor requires years of learning, growing and producing.

Prudential is especially proud of the individuals who have devoted their work life to helping the Company produce a better product, contribute more to the communities in which plants are located, and reach a larger market.

It took Prudential 47 years to reach its present size and capabilities. It is with real pride that Prudential acknowledges the contributions of the individuals whose work made it possible.

## 25 YEARS OR MORE



**John D. Clark**  
Chairman of Board  
Administration  
April 11, 1932



**Darrel R. Hogan**  
Dir. of Purchasing  
Administration  
August 9, 1948



**Pat Patrick**  
Route Salesman  
Van Nuys  
May 29, 1950



**Orval Denney**  
Plant Supt.  
Chula Vista  
February 18, 1952



**Ann Eddings**  
Accounts Payable  
Administration  
Sept. 15, 1952



**Dan Wojcik**  
Supervisor  
Los Angeles  
Sept. 16, 1952



**Clive R. Ruka**  
General Manager  
Van Nuys  
March 30, 1953



**Howard Andrewson**  
General Manager  
Cerritos  
August 16, 1954

## 20 YEARS OR MORE



**Emma Avila**  
Towel Folder  
Los Angeles  
April 25, 1956



**Bill Knisely**  
District Manager  
Riverside  
April 30, 1956



**Louis Vasquez**  
Maint. Engineer  
Van Nuys  
Oct. 22, 1956



**Maria Barajas**  
Folder  
Chula Vista  
May 14, 1957



**Dick Odgers**  
District Manager  
Chula Vista  
June 3, 1957



**Feliciano Gastelum**  
Presser  
Los Angeles  
June 20, 1957



**Loretta Weaver**  
Supervisor  
Los Angeles  
July 1, 1957



**George Sothras**  
District Manager  
Chula Vista  
July 29, 1957



**Don Sorensen**  
Corporate Sales  
Chula Vista  
August 12, 1957



**Virginia Parrales**  
Presser  
Chula Vista  
Oct. 2, 1957



**Frank D. Clark**  
General Manager  
Tucson  
Dec. 22, 1958



**Jake Oberlin**  
Purchasing Agent  
Administration  
Jan. 5, 1959



# 20 YEARS OR MORE (Continued)



Rosario Contreras  
Utility Woman  
Los Angeles  
March 16, 1959



Helen Cota  
Forelady  
Chula Vista  
July 7, 1959



Harry Doernbrack  
Asst. to Dist. Mgr.  
Riverside  
July 13, 1959



Esperanza Rosas  
Distributor  
Chula Vista  
August 10, 1959



Sue Brubaker  
Production Supt.  
Milpitas  
August 24, 1959

# 15 YEARS



Larry Hauser  
Asst. to Dist. Mgr.  
Irvine  
Jan. 17, 1964



Cleo Barton  
Secretary  
Administration  
February 12, 1964



Catalina Alarcon  
Distributor  
Los Angeles  
April 21, 1964



Inocencia Jiminez  
Presser  
Los Angeles  
April 29, 1964



Genoveva Armenta  
Supervisor  
Los Angeles  
May 4, 1964



Genoveva Fregosa  
Distributor  
Los Angeles  
May 18, 1964



Walters  
District Manager  
Los Angeles  
June 8, 1964



Margarita Soriano  
Distributor  
Chula Vista  
July 8, 1964

# 10 YEARS



Maria Gaeta  
Mender  
Los Angeles  
March 21, 1969



John Vitale, Sr.  
Route Salesman  
Riverside  
March 31, 1969



Les Erks  
Route Salesman  
Milpitas  
March 31, 1969



Harley Morse  
General Manager  
Riverside  
July 7, 1969



Josefina Sanchez  
Distributor  
Los Angeles  
July 15, 1969



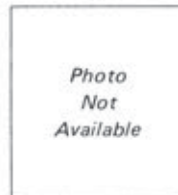
Roberto Mora  
Head Washer  
Van Nuys  
July 24, 1969



Lynda Draeger  
Admin. Asst.  
Administration  
October 6, 1969



Gifford Tiffany  
V. P. - Marketing  
Administration  
October 9, 1969



Carmen Contreras  
Towel Folder  
Riverside  
Nov. 4, 1969



Dick Beecher  
Plant Supt.  
Riverside  
Nov. 19, 1969



Les Ackman  
Maint. Engineer  
Chula Vista  
Dec. 4, 1969



Al Becker  
Maint. Class II  
Chula Vista  
Dec. 5, 1969

# YEARS

Jerry Manchester, Irvine  
Andrea Parra, Irvine  
Bob Leach, Carson  
Charles Chappell, Milpitas

Margaret Cano, Chula Vista  
Norm Aguiar, Van Nuys  
Jack Kurtzberg, Los Angeles  
Maria Reyna, Los Angeles

Betty Hart, Administration  
Rafael Corona, Cerritos  
Maria Vasquez, Los Angeles  
Duane Jordan, Van Nuys

Ben Getman, Irvine  
Esthela Pinon, Van Nuys  
Stan Hamilton, Irvine  
Lupe Peralta, Los Angeles

Shelia Nasrallah, Administration  
Susie Chapman, Irvine  
Ken Lundgren, Chula Vista  
Ralph Chagolla, Riverside





## THIS ISSUE

In this traditional Christmas issue of *OFF-THE-CUFF*, John D. Clark, founder and Chairman of the Board, sends us his annual Christmas message and Prudential recognizes the service anniversaries of long-time employees.

The Chula Vista plant was responsible for the remaining contents of this issue. Under their direction we visited The Nelson-Sloan concrete company in Chula Vista, recalled the success of the Tucson Plant Open House, and looked at the new micro-fiche (the microfilm system for recording Prudential's revenue runs).

### 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

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including changes of address, to:

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Santa Ana, Calif. 92711

# Two Retirements Observed



**WELL WISHES FROM OLD FRIENDS** — Ed Stone, Van Nuys Route Salesman, accepts well wishes from Pat Patrick, another long-time Prudential Route Salesman, at an early morning meeting to celebrate his retirement.

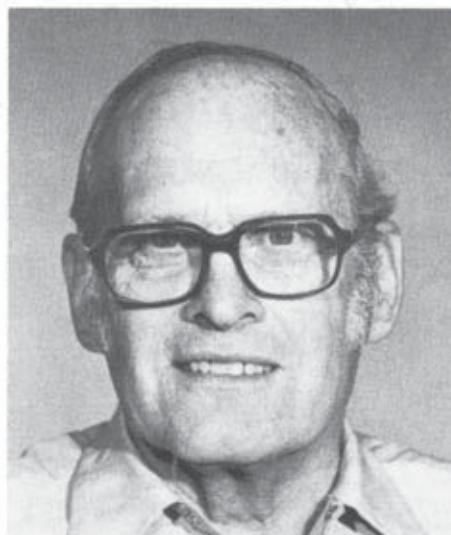
## Ed Stone, Van Nuys

Ed Stone has been the familiar face on Route 18, which operates from the Van Nuys plant, since November, 1954. Beginning in November, Ed embarked on a new route where the schedule is less predictable. He retired on November 8, after 25 years of service.

To mark the beginning of his retirement, Van Nuys co-workers staged a special early-morning sales meeting complete with a warning notice about conduct on his new "route," gifts, well wishes, and a visit from Dorothy Stone, his wife.

The Stones live in nearby Sylmar.

## Bob Roper, Chula Vista



Another recent retirement from the Prudential route sales ranks is that of Robert "Bob" Roper of Chula Vista.

Bob, who had operated Routes 15 and 8 in Chula Vista and in the old plant in National City, also served as a relief driver and as a route supervisor. He retired on December 14 after twenty years service.

The new retiree and his wife, Lucille, live in Chula Vista.