



Off-the-Cuff

A Publication of Prudential Overall Supply

Vol. 30 No. 3

P.O. Box 11210, Santa Ana, CA 92711

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Holiday, 1989

*A Happy Holiday Season
at the Mesa Plant*



From the Prudential Mailbag

The Tucson plant received high marks recently in a letter from Rene Diaz, Public Services Director for the City of Willcox (Arizona).

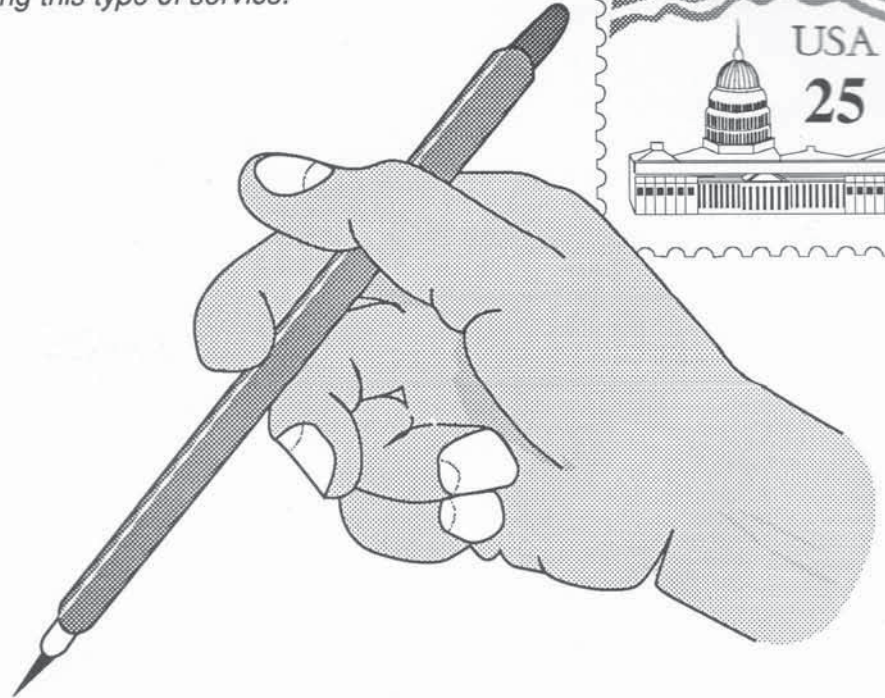
"The City of Willcox has been using the services of Prudential Overall Supply for a period of two months. In this time period, we have not had any complaints.

Their service is very good and the quality of their garments is excellent. Their prices are reasonable.

One of the features about their company we especially like was the fact that they come and personally measure everybody to assure that each uniform fits the employee. Their people are courteous and we can work well

with them.

I would recommend Prudential Overall Supply to anyone needing this type of service."



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OFF-THE-CUFF



A Quarterly Publication of Prudential Overall Supply

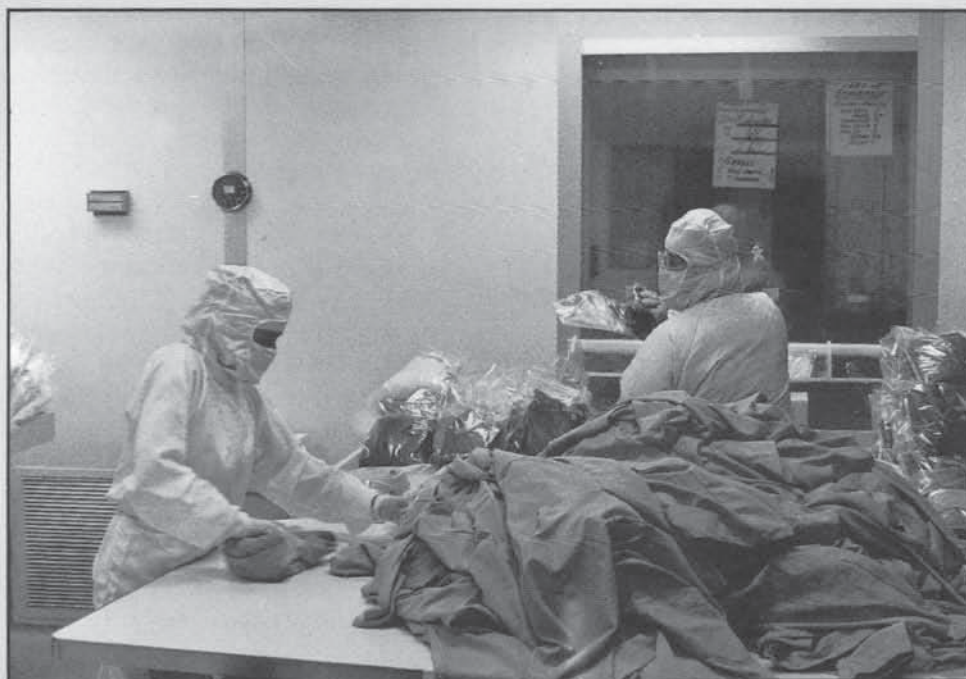
Dedicated to the improvement of employee morale and the broadening of customer relationships

Mary Kirkpatrick/Marketing Plus
Editor

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correspondence to:

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Human Resources Dept.
1661 Alton Pkwy.
Irvine, CA 92714

Spotlight on the New Mesa Plant



Mesa Plant Flourishing In

In a company as old and established as Prudential, the opening of a new plant symbolizes the Company's commitment towards continued growth. The Mesa Arizona Clean Room Plant exemplifies Prudential's ambitious and determined plans for success.

Prudential Overall Supply is entering its 4th decade of clean room service. The Company made its first venture in the Arizona Clean Room market in the late 1970's, when the Tucson plant began to offer clean room services. Arizona, with its many high-tech companies and a strong manufacturing base, was a perfect place to take aim.

When the Phoenix plant opened in 1982, clean room services were relocated from Tucson to Phoenix. The Clean Room Department at the Phoenix plant grew fast over the next several years and in the Spring of 1989, Clean Room moved to its own plant. Thus the Mesa plant was born. The Mesa plant occupies a 14,000 square foot building, a significant increase over the 5,000 square feet it occupied at the Phoenix plant.

Contamination control is the process of removing particles from clothing so as not to contaminate or damage a product. Dirt, dust, and hair are all examples of particles which could contaminate a product, even the most minute particles. How can a speck of dust hurt anything, you ask?

Consider a company that manufactures silicon chips. A silicon chip is a small electronic chip that contains



The Mesa plant is strategically located in the heart of Arizona's "high-tech" valley.

hundreds or thousands of microprocessors, the "brains" that help run computers and a thousand other things. Just a few particles of dust, even if they are smaller than the eye can see, can lodge in a silicon chip and cause enough damage to the chip so that the chip cannot work properly. It is similar to a boulder falling across a railroad track. The pathway is either completely wiped out or severely damaged. When a company manufactures hundreds of silicon chips, a few dust particles can cause thousands of dollars in damaged and worthless goods.

The Mesa plant provides garments and products that meet the necessary contamination control requirements. These products include

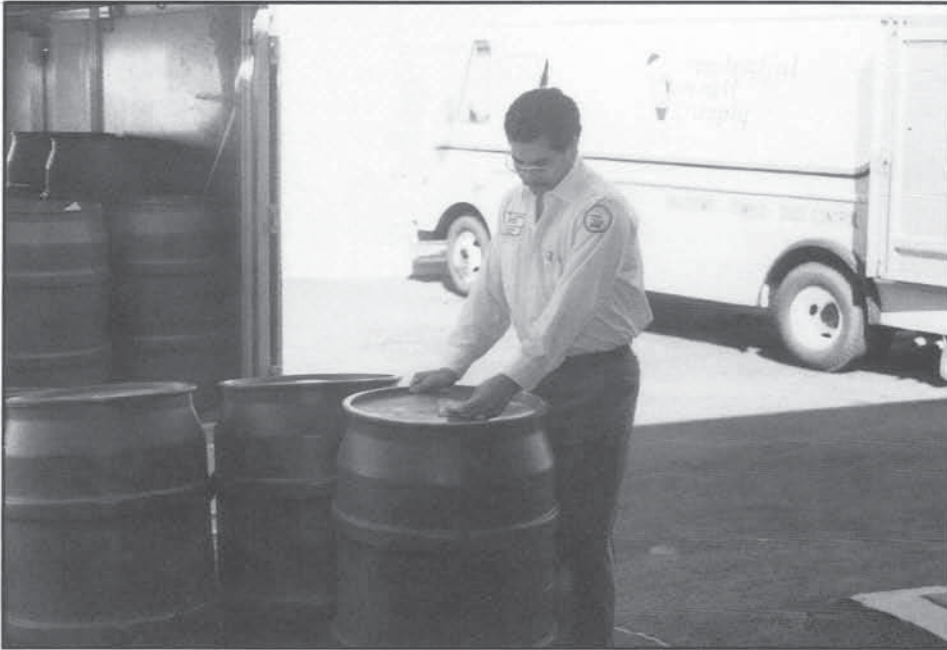
highly-specialized synthetic fiber hoods, coveralls, frocks, boots, smocks, lab coats, gloves and polyurethane wipers.

Mesa General Manager Charles Wright is pleased with the progress the Mesa plant has made this year. "Our first goals were simply to move out of the Phoenix plant and have our own building," says Wright. "Now that we've done that, we want to stabilize and reach our profit margin goal. We're located in an area surrounded by high-tech companies, so there's a lot of growth potential here," he said.

The Mesa Clean Room also strives to live up to its name. The entire plant is meticulously maintained. Walls are painted a crisp white and floors are spotless. A window in the reception area lets visitors see the uniformed Prudential employees hard at work. The effect is so impressive, in fact, that about five plant tours are conducted each week. Tour groups include current and prospective customers, schools, businesses, and others interested in

“Dirt, dust, and hair are all examples of particles which could contaminate a product. A few dust particles can cause thousands of dollars in damaged and worthless goods.”

Arizona's "High-tech" Arena



Soiled garments are stored in large barrels.

the process.

Many people tour the plant simply to find out what "clean room" really means. Normal air contains 300,000 to 1 million particles per cubic foot of air. These particles are invisible to the human eye. Clean rooms drastically reduce the number to as low as 10 particles per cubic foot. To achieve this state of cleanliness, many steps have to be taken in the preparation of clean room garments.

First, most Mesa plant employees must themselves wear contamination control garments. These garments resemble an astronaut's space suit, complete with boots, gloves, mask and helmet. Even visitors touring the non-clean room sections of the plant must wear protective shoe coverings to avoid bringing dirt from one area to another.

Other techniques used in the clean room process include water purification. All water that is used to wash garments must first be processed through an Ultra Pure Water Washing System. "The water goes

through reverse osmosis, is sterilized and filtered," says Maintenance Engineer Tex Morris. "It becomes the cleanest water available to mankind. In fact, it's so clean that you can't drink it," he says. "It would absorb all of the minerals out of your bloodstream because it's been

"Many people tour the plant simply to find out what 'clean room' really means. Tour groups include current and prospective customers, schools, businesses, and others interested in the process."

stripped of all of its own minerals."

After garments are washed and dried or drycleaned, they are folded, packaged, and sealed in an air tight container to avoid contamination after they leave the plant. Garments are randomly selected to undergo stringent testing and certification to make sure the plant is meeting its contamination control requirements.

All this hard work and dedication has paid off. Prudential has recently acquired several more major high-tech firms as customers. In 1983, one of Mesa's largest customers,

continued on page 6



New Mesa Plant Services

Motorola, awarded Prudential its Vendor Recognition Award for Outstanding Service. (See Motorola feature story on page 10)

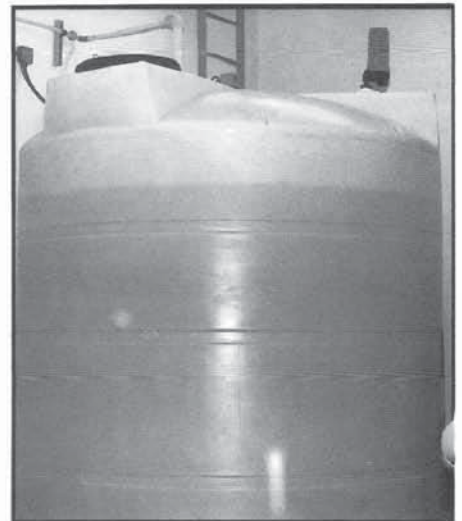
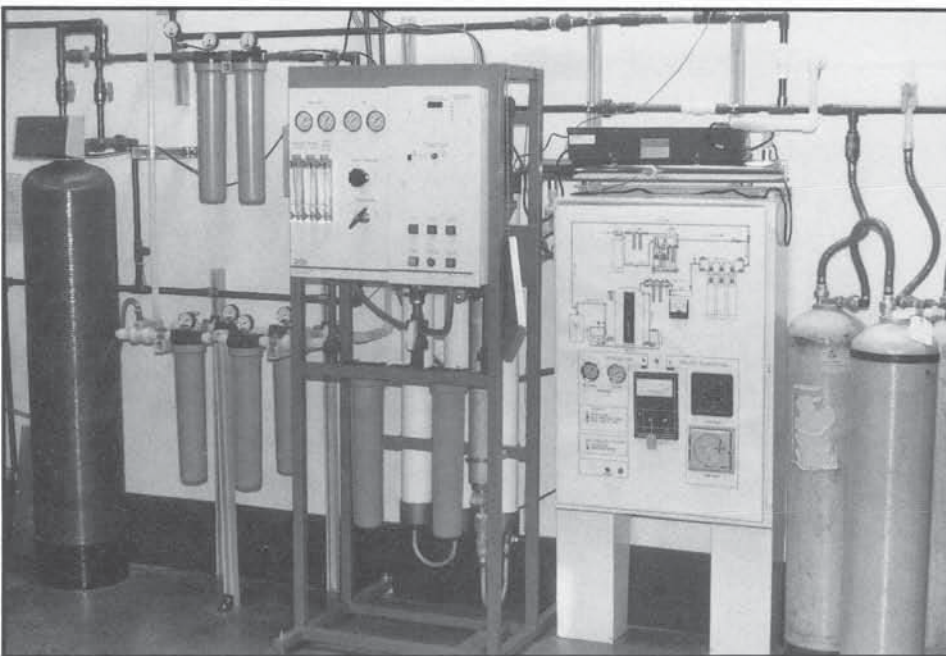
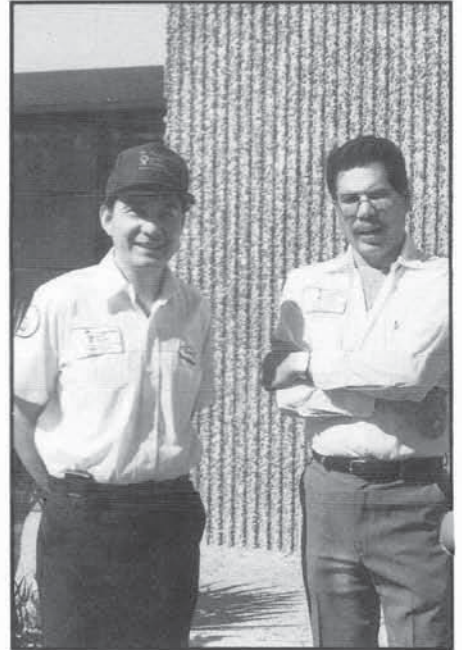
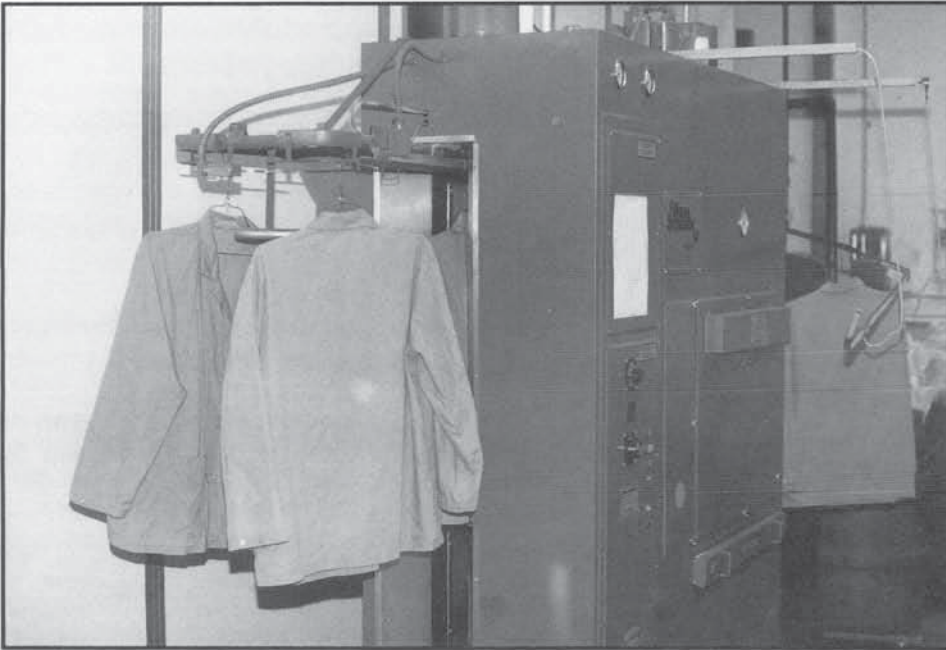
As the high-tech market becomes more competitive, contamination requirements continue to become

more stringent.

The Mesa plant is continuously searching for and trying new methods and materials to help improve their competitive edge in the clean room marketplace. The plant now services not only Arizona, but also parts of

New Mexico, Colorado and Texas.

"We know the future for Clean Room Technology is very bright but will also be very demanding," says General Manager Wright. "The Mesa plant is ready to meet that challenge head-on."



“High-tech” Customers



Fast Facts About Mesa Clean Room

Size: Occupies 14,000 square feet.

Years in business: Over 15 years in Arizona. New plant opened in 1989.

Specialty: Clean Room Technology

of Employees: 46

Management: Lead by General Manager Charles Wright.

Location: Mesa, Arizona, a suburb of Phoenix.

Mesa Plant Management Works

Team work is essential to the success of every business, and the Mesa plant is no exception. Mesa's 46 employees are led by a staff of talented management-level employees. They are:

Charles Wright, General Manager

Ask Mesa General Manager Charles Wright what he likes most about his job and he'll tell you without a moments hesitation, "The people and management staff that work with me. They're really what's behind our success."

Charles joined Prudential in June 1984 as Plant Superintendent at the Phoenix plant. He entered the Manager Training Program in January 1986, and in January 1987, he became the first General Manager of the Phoenix Clean Room plant.

Though born in California, Charles spent several years working back east, and received a Business Degree from the University of Delaware. He enjoys the Arizona climate and lifestyle.

Charles is the father of two sons, and is married to Pamela. In his spare time, Charles enjoys water-skiing, snow skiing and racquet-ball.

Hazel Madore, Supply Supervisor

Hazel joined the Company in September 1988 as a member of the Soil Sort Department, and was promoted to Supply Supervisor in July 1989. She comes from Morristown, Vermont. Her husband, Clovis, is retired. Hazel enjoys collecting bells, crossword puzzles, crocheting, and cooking. She and her husband also like to go camping together and enjoy

traveling.

Larry Contreras, Controlled Environment Service Technician

Larry is a recent addition to the Mesa staff, having joined in May 1989. "I enjoy the challenge of working with the customer in satisfying their needs," says Larry.

Originally from Artesia, California, Larry is married to Mary, and they have a daughter, Gabrielle. Larry also likes camping and traveling, and especially enjoys reading a good novel.

Jackie Jackson, Office Manager

Jackie started in the Phoenix Clean Room in November 1985 as Office Clerk and worked her way up to Office Manager in March 1987.

Jackie was born in Texas. Her husband, Robert, passed away in 1973. She raised four children, who are now between the ages of 23 and 33. Jackie enjoys holiday gatherings, and is looking forward to this years holiday season.

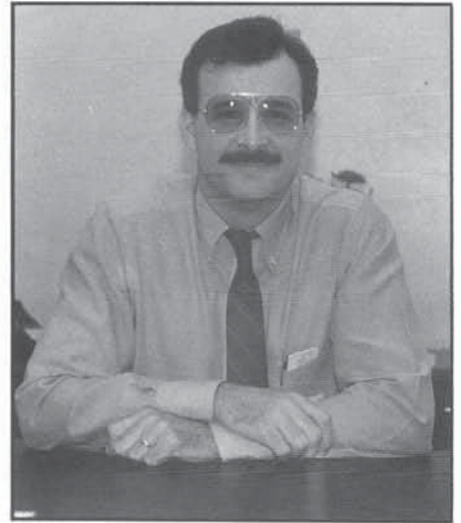
Tex Morris, Maintenance Engineer

Holiday get-togethers are also a favorite of Tex Morris. Tex and wife, Irene, enjoy the opportunity to spend time with their three sons. One son, George Jr., is a Maintenance Mechanic at the Phoenix plant.

Tex joined the Prudential team in February 1984. He served ten years in the U.S. Navy. When he's not at work, Tex likes to play poker and also enjoys traveling.

Azel Pickett, Controlled Environment Service Technician

Azel began as a Customer Sales Representative at the Los Angeles



Charles Wright



Hazel Madore



Jackie Jackson

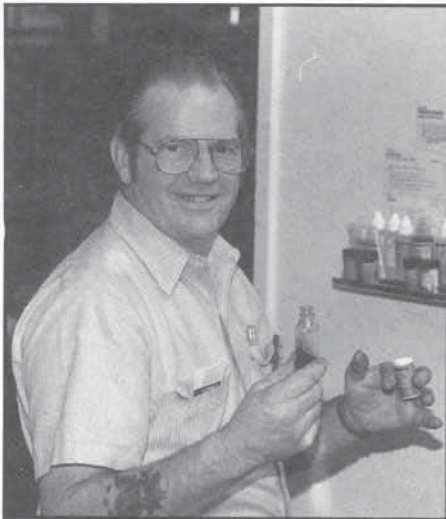
Together to Achieve Success

plant in April 1983. He also served as CSR at the Milpitas and Fremont plants before joining the Mesa plant in February 1988.

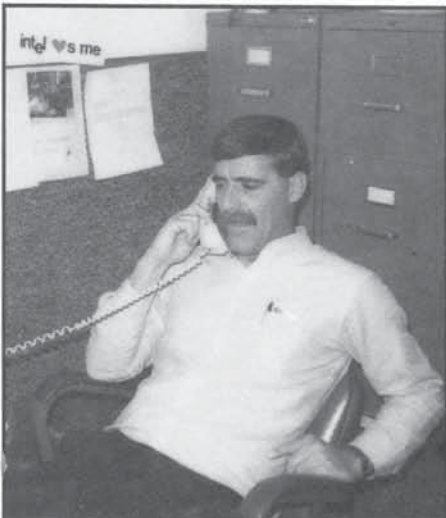
Azell was born in Arkansas, and is married to Savannah, who is a manager at Greyhound Lines.

Joe McNulty, Area Manager

Joe has been a member of the Prudential team since April 1981, and was a Clean Room Specialist before being promoted to Area Manager in June 1989. Joe says he enjoys "dealing with people about the technical aspects of pro-



Tex Morris



Joe McNulty

cessing clean room garments."

Joe was born in Peoria, Illinois, and is married to Joan.

Richard Villarreal, Route Manager

Richard has been a member of the Prudential team since December 1979. He has been a Route Manager at the Mesa plant since April of this year.

In his spare time, Richard enjoys jogging, weight lifting, softball and reading.



Don Nelson



Karen Smith

Karen Smith, Soil Sort Supervisor

Karen is a graduate of Mesa Community College, and joined Prudential in September 1988. She spent several months in the Distribution Department at the Phoenix plant before joining the Mesa plant in April 1989.

Karen has a 10 year old son, Philip. She enjoys bowling and playing cards.

Don Nelson, Controlled Environment Service Technician

Family get-togethers are a favorite activity of Don's. He welcomes the chance to spend time with his four grown children.

Don came on board Prudential in June of 1981, and has served as a CSR, Route Manager, and now Controlled Environment Service Technician since July 1988.

Kris Krison, Sales & Service Manager

Kris is a graduate of Louisiana State University, with a degree in Business Administration. He has been with the Company since September 1987 and Sales and Service Manager since May 1988.

Kris enjoys golf and sports, and also likes to spend his free time with his three children.

Charles Polich, Controlled Environment Service Technician

Charles was a Maintenance Engineer at the Fremont Clean Room plant for two years in 1987-1988 and rejoined Prudential at the Mesa plant in July 1989.

Charles is a native of Chicago, Illinois, and has four children.

Spotlight on a Mesa Plant Customer

Motorola on the Leading

One of the country's largest manufacturers of electronics products is also one of the Mesa plant's largest customers.

The Semiconductor Products Sector of Motorola, Inc. in Phoenix, Arizona, has been a Prudential Overall Supply customer for many years. The firm uses Prudential's contamination restricted garments in the production area of their new RF Wafer Dept. RF Wafers are highly sophisticated and delicate electronic devices used in computer and other high-tech equipment.

Motorola is planning to launch full-scale RF Wafer Production in the next few months. Prudential has been an integral part of the Production testing. Caris Thompson, Environmental Control Specialist at Motorola, is leading the effort to establish the RF Wafer Department.

"Prudential has made an outstanding effort to meet our garment needs," says Caris. "We told the management at the Mesa plant what they had to do to get our business and they did it."

Motorola, under Caris's direction, is now developing a videotape to further illustrate their clean room needs. For now, all Mesa plant employees who service the Motorola account are required to go through a Motorola-sponsored orientation titled "Clean Room Concepts and Protocols." The orientation emphasizes the need for maintaining strict particle control standards.

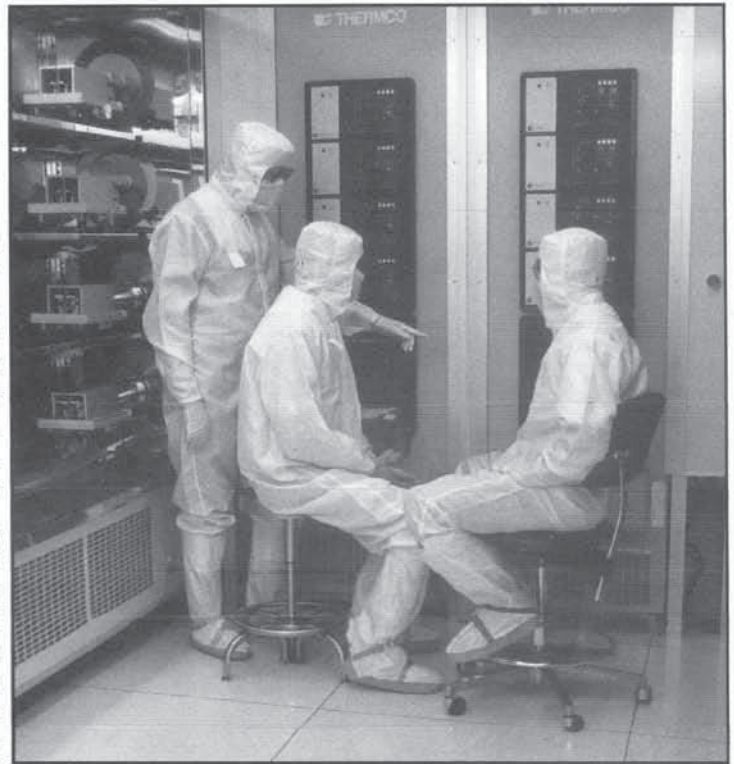
Motorola employees who work in the RF Wafer Area are dressed head to toe in contamination restricted garments. Employees must remove any traces of makeup or dirt before dressing in the garments and enter-

ing the production area.

In an effort to further reduce the particle concentrations in the air, Motorola has designed a new style of garment, and the Mesa plant is currently in the process of having these special suits made to order. The new suit design calls for a zipper that travels up the side of the suit instead of the front. This way, workers who lean over the RF Wafers are not likely to expose the wafers to skin and other particles that squeeze through the zipper into the room.

"Every time I go over to the Mesa plant, they're working on something new," says Caris. "I can call them up and tell them I need something right away. Their response time is great."

Another change in garment design is the introduction of a new fabric, Cri T cal 10. This material is lighter and better suited for wearing in a clean room. Since it is also



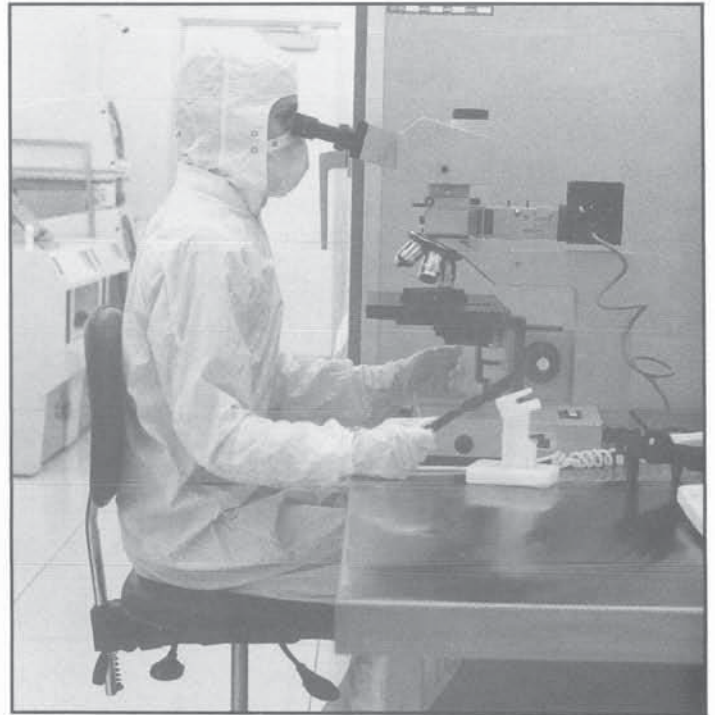
In the photos on these pages, Motorola employees perform their job duties wearing Prudential's Clean Room garments.



Edge of Clean Room Production

less costly than fabrics with similar properties, the savings will be passed along to Motorola and other Prudential customers.

"Now Prudential is working on water studies, to insure the water they use for washing is ultra-clean. Those things are really important to us," says Caris. "Prudential continues to show us that they really want our business and that means a lot to us."



Total Service Concept

Section 9: Initial Garment Installation

Garment service is highly personal to each person wearing the garments. If the garments do not fit properly, the person is uncomfortable and unhappy. What was intended to be an employee benefit and morale builder can actually become a morale detractor.

Prudential guarantees that each person receives a proper fit. All of our customer's employees are individually measured prior to making up the order. Women are usually asked to try on a sizing sample to be sure they like the fit.

Initial garment installation is an important part of our Total Service Concept. After the first delivery is made, the Sales Representative will call back and contact the customer within two working days to check each person's fit. If any errors or poorly fitted garments are found, they are corrected at once.

Initial garment installation helps to improve our customer's employee's productivity, and makes for a better image and appearance. Prudential believes that a garment program that starts off correctly builds confidence and credibility.

This is the philosophy behind Total Service Concept Initial Garment Installation.



“Service I can depend on ... day after day.”



“I can take a day off because Milliken's Laundry Service Team is on call every day. Whether it's a quick question or a full scale seminar, they work with our personnel to make the operation run smoother.

“So we turn out cleaner, sharper looking uniforms. And that makes our customers very happy.”

— Dan Clark
Prudential Overall Supply Company

Visa® Uniform Fabrics & Milliken's Laundry Service Team. They make us look good.



Dan Clark
hard at
work as a
“model”

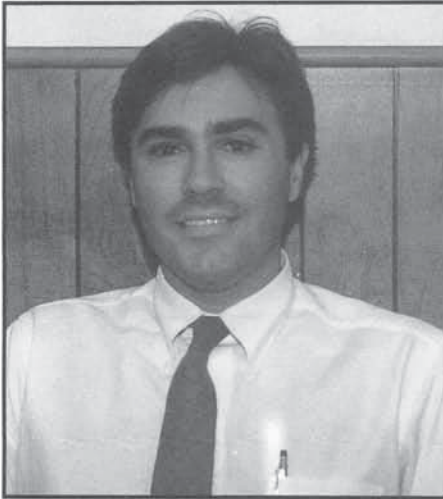
DACRON®
DU PONT POLYESTER

® Visa is a registered trademark of Milliken & Company for fabrics.
* Dacron is a Du Pont registered trademark.

Management Changes in the News

Hector Sikes joins as Director of Corporate Sales

In August, Hector Sikes joined Prudential as Director of Corporate Sales. Hector has a marketing education and has had a very successful career in sales management outside of our industry. He and his wife, Amy, have a two year old daughter and live in San Gabriel.



Hector Sikes

New General Manager at Cerritos

Joe Dennison has joined Prudential as the new General Manager of the Cerritos Garment Manufacturing Plant. Bernice Shoeberg, who had been acting as the temporary GM,



Joe Dennison

has been reassigned as Plant Superintendent of the Los Angeles plant.

Joe has three children, and lives in Canyon Country. His hobbies include skiing, fishing, hunting, and playing golf. Joe also likes to ride motorcycles, and played football in college.

Jim Murray is promoted to Secretary-Treasurer



Jim Murray

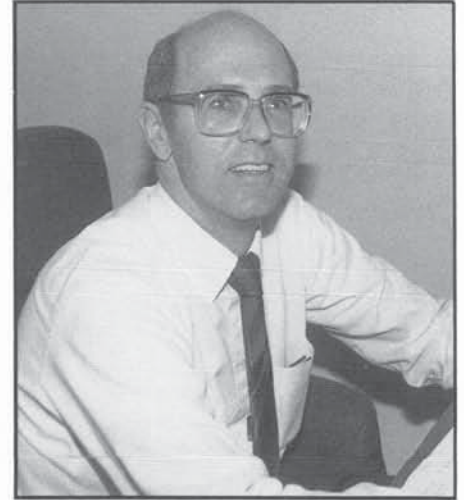
Jim Murray, formerly Assistant to the Treasurer at Prudential, has been promoted to Secretary-Treasurer. His duties will include the preparation of financial statements, banking, investments, cash management, all taxes (income, sales and business licenses), relationship with auditors, profit planning, bonus calculation and legal matters. Jim is a California Certified Public Accountant.

Dorothy Spellman receives additional duties.

Dorothy Spellman has been designated as Administrator of the POS Profit Sharing & Retirement Plan. She will report to the President.

Bill Stoner is new Director of Administration

Bill Stoner has been promoted to Director of Administration, with



Bill Stoner

responsibility for Data Processing, Accounts Receivable, General Accountant and the Receptionist. Bill has been a Financial Analyst for the past year.

Other Changes:

- Matt Wenzel (Aug 85) was promoted to Sales & Service Manager in Irvine in September.
- Les Edwards (Feb 89) was promoted to Route Manager in Irvine in September.
- Dianne Caskey (Feb 88) transferred from AR Supervisor to Irvine plant Office Manager in September.
- Ron Triplett (Jan 84) was promoted from Corp.Sales Rep.-Irvine to Sales Manager-Fresno in October.
- Frank Belthius (June 83) transferred from Carson to Vista as Sales & Service Manager in October.
- Paul Trask (August 76) transferred from Carson to Phoenix in July as Sales & Service Manager.
- Billy Harris (Dec 85) was promoted to Sales & Service Manager at Carson in July.
- Bob Adams (March 81) was promoted to Sales & Service Manager in Carson in October.
- Tim Tardiff (Feb 89) was promoted to Route Manager at Carson in September.

Happy 30th Birthday *Off-The-Cuff!*

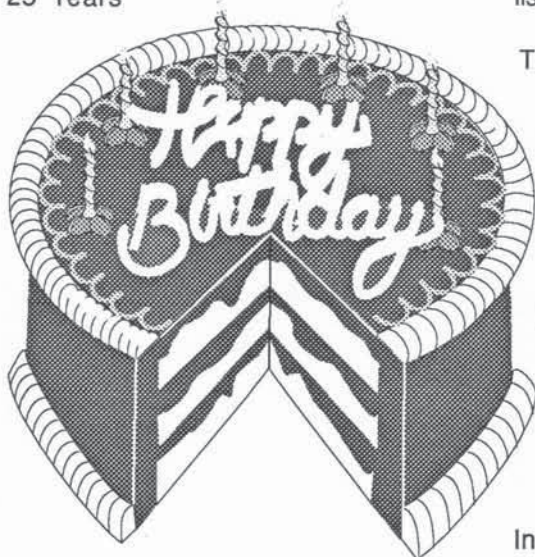
Happy Birthday to you!
Happy Birthday to you!

It may be hard for some long-time Prudential employees to believe, but *Off-The-Cuff* just celebrated its 30th birthday!

That's right, *Off-The-Cuff* made its debut in November 1959. Few of us remember Volume 1, Number 1, yet anyone who has worked for Prudential is aware of the usefulness and importance of *Off-The-Cuff* to the employees at Prudential Overall Supply. What many of us may not know is its history.

The idea for an employee newsletter came from Prudential founder John D. Clark, who is now Chairman Emeritus. A company-wide contest was held to choose a name for the newsletter. Over 100 names were submitted, but the winning name "*Off-The-Cuff*" came from (then) Los Angeles plant Switchboard Operator Joyce Logan.

Some items of interest from the first issue: Clayton Manufacturing was the featured customer and is still a customer after 30 years! Helen Cota started as Production Forelady at the Chula Vista plant on July 7, 1959 and had a "new addition to her family" in the first issue. Helen is on the 25 Years



or More 1989 Service Anniversaries list in this 30th Anniversary issue.

The first issue was four pages long, and run in black and white. In its 30 year history, *Off-The-Cuff* has become a quarterly, colorful, glossy magazine that averages 16 pages. The newsletter features employee news, plant news, management changes, plant profiles, customer profiles, and other articles of interest. Today, it is read not only by Prudential employees, but also by over 1,000 Prudential customers.

In March 1960, Dale Bain, Personnel

Director, became *Off-The-Cuffs* first regular Editor and coordinator and he maintained that post for over 25 years. Don Nordstrom, Vice President of Human Resources, now handles the coordination of the newsletter.

Many publications live a short life, and die within a few years of their release. *Off-The-Cuff* is a shining example of Prudential's long-standing commitment to improving employee morale and the broadening of customer relationships.

Happy Birthday *Off-The-Cuff!* May the next 30 years be just as great!

New Truck Designs

In the nearly 58 years that Prudential Overall Supply has been in business, company trucks have undergone a continuous metamorphosis.

During the early days of the Company's history, sales representatives called on customers in half-ton parcel delivery Ford and Chevrolet trucks. The trucks were identified with the name Prudential Laundry and Linen Supply, painted on the side panels in orange on a black background.

In 1956, a different logo, which used block letters, was put on the trucks. This logo was used until 1972, when a task force headed by Dan Clark came up with a logo similar to the one on today's trucks.

Several years ago, the logo on the trucks changed once again to commemorate Prudential's 50 years in

service. This logo was designed by Brad Schultz, then a District Manager for Van Nuys Dust Control. Brad's entry was chosen over 50 others submitted in a competition open to all employees.

Now, in late 1989, the metamorphosis is continuing. Gone is the "50" etched in gold along with the line "More Than Fifty Years Of Service."

In its place, the trucks now feature Prudential's standard logo with the words "Quality Service Since 1932." Also, the words "Clean Room" were added to our list of services. The



Before the newest change in truck design, the Prudential Overall Supply Vehicles played-up our 50 years of service.

design was changed to more accurately reflect Prudential's years in business and to promote our Clean Room service.



The new truck design promotes Prudential's Clean Room capabilities.

Whats News?

Carson holds annual picnic

The Carson plant held their annual picnic on October 7. About 100 people attended. the picnic featured lots of good food and basketball. Good times were had by all!



Carson picnic attendees take a break to pose for a photo.

Halloween lunch a great success for Tucson plant

The Tucson plant recently held its annual Halloween lunch and costume judging contest. Congratulations to the following winners:



First Place: Yoli Mendoza and Yolanda Ballesteros, 2-Headed Monster



Second Place: Bianca Gray
Headless Executive



Third Place: Mirna Mundoz
Baby Girl

Vista Plant Opens

The Vista plant officially opened in October 1989. It will be a featured plant in an upcoming issue of *Off-The-Cuff*.

Steak and Beans Contest

Moorpark and Burbank had their annual Steak and Beans Contest ending on Nov. 3. This year for the first time Brad Schultz of Burbank ate steak! Brad is no stranger to the beans award, but after 13 years, he and his guys ate the food of champions, steak! Losing for the first time, Moorpark managers Don Patton and Jay Jarvis have hung the "Bronze Weiner Award" in their halls for all to see.

Prudential Overall Supply Sponsors "Coats For Kids" project

The Prudential Phoenix Plant, in cooperation with the City of Willcox (AZ), is backing a "Coats for Kids" program.

Fred Romero, City Services Director for the City of Willcox, commended Prudential on their participation:

"We wish to thank you for generously donating your services that includes the cleaning and restoration of up to 200 coats. This will provide these children with an opportunity to at least stay warm and healthy this winter."

Donations will be accepted for the "Coats for Kids" project throughout the winter. All coats will be repaired and cleaned before being given out to children. Prudential employees and customers are invited to participate in the program. If you have any coats that you want to donate, you can contact Dewey Bullard.



"Warm A Kid -- Warm Your Heart"

COATS FOR KIDS
WARM A KID — WARM YOUR HEART

Drop off your new or used coats at:
Elsie S. Hogan Library
450 W. Maley - 384 4271, ext. 345
Willcox Public Works Department
250 N. Railroad Ave. - 384 4271, ext. 250

Coats will be cleaned and restored by Prudential Overall Supply and given to children in the Willcox area who need a coat. If you know of children needing coats, any age, please let us know. Coats will be distributed December 11 - 15.

SPONSORED BY PRUDENTIAL OVERALL SUPPLY
WILLCOX PUBLIC WORKS DEPARTMENT



Service Anniversaries

25 YEARS OR MORE

Name	Location	Job Title	Hire Date
Clark, John D.	General Office	Chairman Emeritus	04/11/32
Weaver, Loretta	Los Angeles	Supervisor	07/01/57
Parrales, Virginia	Chula Vista	Presser	10/02/57
Oberlin, Jacob	General Office	Purchasing Agent	01/05/59
Cota, Helen	Chula Vista	Forelady	07/07/59
Bain, Dale	General Office	Personnel Director	03/21/60
Bullard, Dewey	Tucson	General Manager	04/06/60
Zarate, Rafael	Chula Vista	Foreman	06/27/60
Casas, Jesus	Van Nuys	Presser	05/15/62
Perez, Guadalupe	Los Angeles	Presser	07/16/62
Gastelum, Eleuterio	Carson	Presser	09/10/63
Hauser, Larry	Fremont	Controlled Environment Manager	01/17/64
Barton, Cleo L.	General Office	Administrative Assistant	02/12/64
Walters, William	Los Angeles	Sales & Service Manager	06/08/64

20 YEARS

Gaeta, Maria	Los Angeles	Distributing	03/21/69
Erks, Leslie	Milpitas	Customer Sales Representative	03/31/69
Sanchez, Josefina	Los Angeles	Distributing	07/15/69
Becker, Albert	Chula Vista	Maint Class II	12/05/69

15 YEARS

Manchester, Jerold	Fresno	Sales & Service Manager	01/02/74
Cano, Margaret	Chula Vista	AOE	04/17/74
Aguiar, Norman	Van Nuys	Customer Sales Representative	05/13/74
Corona, Rafael	Cerritos	Washroom Utility	07/23/74
Vasquez, Maria C.	Los Angeles	Presser	08/12/74
Pinon, Esthela	Carson	Head Distributor	09/19/74
Hamilton, Stanley	Irvine	Customer Sales Representative	10/14/74
Peralta, Guadalupe	Garment Mfg.	Lettering	10/14/74

10 YEARS

Corona, Alberto B.	Cerritos	Washroom Utility	01/16/79
Delgado, Walter R.	General Office	Program Analyst	01/22/79
Mota, Pedro C.	Cerritos	Maintenance Man	01/22/79
Maldonado, Jose	Milpitas	Folder	01/22/79
Godoy, Ricardo A.	Cerritos	Washroom Utility	01/23/79
Lindley, Phillip R.	Riverside	Sales & Service Manager	01/30/79
Spellman, Dorothy M.	General Office	Profit Sharing Administrator	01/31/79
Marrufo, Norma M.	Chula Vista	Mender	02/07/79
Colon, Victor A.	Milpitas	Washer	02/14/79
De La Garza, Alfredo	Chula Vista	Washer	02/20/79
Pelayo, Ricardo R.	Milpitas	Maintenance Supervisor	02/27/79
Quain, Robert C.	Tucson	Maintenance Engineer	04/02/79
Rague, Roger D.	Phoenix	Corporate Sales Representative	04/09/79
Contreras, Rebecca G.	Chula Vista	AOE	04/24/79
Arce, Antonia	Irvine	Counter	05/03/79
Olguin, Graciana E.	Riverside	Presser	05/07/79
Juarez, Maria	Los Angeles	Presser	05/07/79
Rivera, Miguel A.	Milpitas	Folder	05/15/79
Mota, Yesenia	Cerritos	AOE	05/22/79
De Leon-Chavez, Jose M.	Los Angeles	Presser	06/04/79
Fierro, Evira	L. A. Clean Room	Distributing	06/04/79
Hunter, Lilli A.	General Office	Buyer	06/12/79
Cibrian, Cristina	Irvine	Distributing	06/12/79
Sanchez, Patricia	Riverside	Lead Person	06/12/79
Martinez, Irma G.	Irvine	Supply Clerk	06/26/79
Loredo, Maria T.	Milpitas	Distributing	06/26/79
Richerson, Edwin S.	Tucson	Sales/Service Clerk	07/02/79
Reardon, William	Milpitas	Customer Sales Representative	07/09/79
Lamas, Luz O.	Milpitas	Wet/Dry Presser	07/11/79
Mireles, Concepcion	Chula Vista	AOE	07/17/79
Diaz, Maria D.	Van Nuys	Presser	08/03/79
Lecair, Laura A.	Milpitas	Office Manager	08/09/79
Mendivil, Julie A.	Fremont	Folder	08/13/79
Ortman, Harvey R.	General Office	Staff Engineer	08/20/79
Arias, Maria M.	Carson	AOE	08/28/79
Soria, Orianda G.	Irvine	Presser	08/30/79
Ruiz, Modesta	Irvine	Counter	10/01/79
Jasso, Graciela	Riverside	Lead Person	10/10/79
Olguin, Magdalena	Riverside	Presser	10/16/79

Service Anniversaries

10 YEARS (Cont.)

Name	Location	Job Title	Hire Date
Merris, Steven T.	Irvine	General Manager	10/23/79
Ramires, Consuelo	Irvine	Lead Person Trainee	10/29/79
Hernandez, Patricia	Los Angeles	Supply Supervisor	11/08/79
Grant, Katherine	Los Angeles	Corporate Sales Representative	11/14/79
Villarreal, Richard	Mesa	Route Manager	12/10/79
Renteria, Maria	L. A. Clean Room	Distributing	12/17/79
Chute, Calvin E.	General Office	Staff Engineer	12/26/79

5 YEARS

Turnage, William B.	Milpitas	Sales & Service Manager	01/03/84
Corona, Josefina	Cerritos	AOE	01/09/84
Reiman, Rose Marie	Phoenix	Office Manager	01/16/84
Silva, Donald E.	Van Nuys	Route Manager	01/23/84
Triplett, Ronald E.	Fresno	Sales Manager	01/30/84
Bielefeld, Bret A.	General Office	Director of Purchasing	02/06/84
Wright-Turner, Deborah	Tucson	Office Manager	02/06/84
Morton, Gary D.	Riverside	Customer Sales Representative	02/06/84
Boyer, Jr., Jimmy	Riverside	Sales & Service Manager	02/07/84
Reeves, Michael	Milpitas	Customer Sales Trainee	02/07/84
Munoz, Daniel M.	Chula Vista	Washer	02/14/84
Morris, George L.	Mesa	Maintenance Engineer	02/16/84
Ignes, Janice C.	Milpitas	Folder	02/18/84
Travis, Catherine	Fremont	Office Clerk	02/18/84
Arnaz, Mike	Milpitas	Customer Sales Representative	02/21/84
Lovell, Robert D.	Chula Vista	Customer Sales Representative	03/12/84
Cortez, Maria T.	Irvine	Distributing	03/19/84
Valenzuela, Sergio	Los Angeles	Soil Counter	04/03/84
Rodriguez, Raquel	Los Angeles	Presser	04/03/84
Bauman, Mark D.	Phoenix	Customer Sales Representative	04/04/84
Valdez, Magdalena	Fremont	Folder	04/07/84
Johnson, Bob D.	Chula Vista	Auto Mechanic	04/09/84
Maxwell, Larry N.	Cerritos	Customer Sales Representative	04/23/84
Lopez, Christina	Chula Vista	Office Manager	04/30/84
Hoang, Kim T.	General Office	Input Operator	05/02/84
Monreal, John H.	Fresno	Customer Sales Representative	05/09/84
Blanco, Martha A.	Los Angeles	AOE	05/21/84
Sompayrac, Richard	Irvine	Sales Manager	05/29/84
Patton, Donald R.	Moorpark	General Manager	06/04/84
Wilkes, Robert A.	Van Nuys	Customer Sales Representative	06/11/84
Wright III, Charles E.	Mesa	Controlled Environment General Manager	06/11/84
Manarang, Alberto N.	Chula Vista	Janitor	06/12/84
Reel, Billie D.	Riverside	Maintenance Helper	06/15/84
Fox, Pamela	Vista	Customer Sales Representative	06/18/84
Harman, Robert A.	Riverside	Maintenance Helper	06/19/84
Martinez, Louis A.	Moorpark	Route Manager	06/25/84
Mercado, Anita R.	Van Nuys	AOE	07/09/84
Johnston, Don R.	Carson	Customer Sales Representative	07/19/84
Cano, Jr., Max C.	Chula Vista	Soil Sorter	07/23/84
Herrera, Rodolfo M.	Los Angeles	Washer	08/08/84
Wijnhamer, James F.	Cerritos	Sales & Service Manager	08/13/84
Garcia, Elisa	Irvine	Distributing	08/20/84
Magana, Maria R.	Irvine	Counter	08/20/84
Morris, Jr., George L.	Phoenix	Maintenance Mechanic	08/20/84
Ullah, Rodney	Central Garage	Plant Superintendent	08/27/84
Tanner, Douglas	Irvine	Route Manager	08/27/84
Turner, Richard G.	Tucson	Corporate Sales Representative	08/28/84
Viramontes, Ignacia	Cerritos	AOE	08/31/84
Lomelin, Mary	Fremont	Supply Person	09/01/84
Rogers, Katherine	Milpitas	Supply Supervisor Trainee	09/04/84
Perez, Lomberto	Carson	Presser	09/04/84
Jaime, Eva	Mesa	Laboratory Technician	09/10/84
Cuevas, Lupe L.	Riverside	Presser	09/20/84
Castro, Rosa R.	Van Nuys	AOE	10/29/84
Lopez, Efrain N.	Van Nuys	Customer Sales Representative	11/05/84
Smith, Thomas E.	Van Nuys	Sales & Service Manager	11/05/84
Wenzel, James	Milpitas	Plant Superintendent	11/05/84
Soto, Rachel	Riverside	Distributing	11/12/84
Bigler, Marlan L.	General Office	Computer Operator	11/26/84
Romero, Martha	Milpitas	Supply Clerk	12/06/84
Knabe, Setsuko	Milpitas	Supply Clerk	12/08/84
Ellison, Dan T.	Tucson	Lead Person	12/19/84
Richardson, Gale	Tucson	Route Manager	12/24/84
Orcutt, Charles E.	Los Angeles	Customer Sales Representative	12/31/84

To Our Friends:

December, 1989

This has been a traumatic year for our Company and my personal family life. In February, I lost my older sister, Wilma, who was the oldest of eight in my family. In August, we lost my youngest brother, Don, who was associated with us here in the Company for about 29 years. My sister was the matron of our family and Don was our football hero. What a shock to lose the two in about six months. In August, we also lost Gifford Tiffany. "Tiff," as we lovingly called him, was associated with our company for almost 20 years in various management responsibilities. Brother Don was Board Chairman and Chief Executive Officer of our Company at the time of his demise.

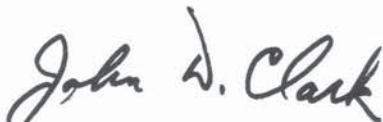
They still keep me on the payroll as Chairman Emeritus. I try to keep out of the mainstream of the operations and am learning how to pass on unheeded advice!!! I passed my 80th last July and on next April 11, God willing, will complete my 58 years since founding Prudential Overall Supply. Since Don's demise, we have reorganized as follows: Dan Clark, Board Chairman and Chief Executive Officer; Don Lahn, President and in charge of Operations.

We enter the decade of the 90s with 11 industrial uniform and towel rental plants, 2 dust control plants, 3 clean room garment supply plants, a central garage and a garment manufacturing plant.

Three of the above operations were put into service this year, and all plants are kept clean with the most modern equipment available. We rent our garment manufacturing building, and have built and own all other plants with no encumbrances.

There is no glamour in being in the industrial laundry rental business. There is no business that I know of where there is more job security. Prudential Overall Supply's employees do not worry about getting laid off. They only strive to do their jobs in a quality manner. In my 58 years in this business, I know of no one who has lost his job because of lack of work. Not one year have we ever done less business than the year before--always more work. After 58 years, we now employ about 1,350 people on the average. I am proud to say that these people all work with the best equipment and in the best environment. Only in America could Prudential Overall Supply have grown and built the jobs that now provide livelihood for our people. Thank God for rooting us in America.

All of us here at Prudential join in wishing that a Divine Providence bless each and every one of you during this Christmas Season.



John D. Clark
Chairman Emeritus



Dan Clark
Chairman of the Board



Donald C. Lahn
President