



a publication from



ff-the-Cuff



- What's inside:

- Outstanding Achievement Awards
- Annual Sales Conference and Awards
- Retirements and Anniversary Celebrations
- Did You Hear the News?

Follow Prudential on:



Featuring

Moorpark

Industrial Service Center

Meet the Moorpark Team



General Manager



Jon Locke (08/09/04)
General Manager

Started with the company in 2004 as an MPTP then worked his way through most Southern California plants (Route Training Riverside, SSM - Commerce, AGM - Irvine & Cerritos, GM - Van Nuys & Moorpark). He has a Bachelors degree from UC Riverside and is currently working on his MBA from the UCLA Anderson School of Management. Enjoys spending his free time with his wife and kids, working on his classic cars, and golfing.

History of the Moorpark Plant	
Year Opened:	1985
Current Number of Employees:	28
Current Number of Routes:	12

Corporate Sales



Mark Stanton (07/13/92)
District Sales Manager

The best thing about his 22 years with Prudential is the great people he works with on a day to day basis and the integrity in which the company conducts its business. He enjoys being a Father to two boys and spending time with them when their schedule permits.



Don Bryson (10/15/07)
Corporate Sales Representative

When not on the hunt for prospective customers, he enjoys spending time with his wife Grace, going to classic rock concerts with his son Matthew, watching his Daughter Nicole perform at gymnastics competition events, and following the Los Angeles Angels. Too bad there is only 24 hours in a day!!

Sales & Service Managers



Sergio Aguilera (06/19/06)
Sales & Service Manager

Sergio was born and raised in sunny Southern California. He enjoys Coaching Little League Baseball and a multitude of other youth sports programs. He is married with two sons and a daughter. Sergio came to Prudential in June of 2006 to the Moorpark plant as a Plant Superintendent and transferred to Sales and Service Manager in 2008.



Rogelio Serrano (07/26/10)
Sales & Service Manager

Rogelio is a graduate of California State University, Channel Islands. He was originally hired as Utility Driver and then promoted to Route Manager. In January 2013, he was promoted to Sales and Service Manager for Moorpark's District 3. In his spare time he enjoys spending time at home with his family and dog.

Route Manager



Eric Bach (01/23/06)
Route Manager

Eric enjoys playing golf when he can. But, he really enjoys spending time with his grandchildren. Also enjoys a good movie once in a while, and is a big time Oakland Raiders fan!

Office Staff



Janet Juarez (12/07/09)
Office Manager

Hired at Van Nuys as an Office Clerk, than re-hired as an office Manager at Moorpark. She LOVES her furry baby Astro (cat) who just turned two years old. She loves spending time with him, but family & friends are by far the BEST! She enjoys traveling, dancing, exploring new places, car shows, Karaoke etc... Oh, and SHOPPING!!



Heidi Phelps (01/06/03)
Office Clerk

Heidi has fantastic times being with her family, boyfriend and dogs. She spends her free time traveling, going to the lake and relaxing at home. She is a thrilled grandmother of three beautiful grand-daughters.



Dana Hussey (07/26/04)
Accounts Receivable Clerk

Dana started her Prudential journey in Van Nuys in 2004 and it continues in Moorpark today. She loves going out but also spending time at home with her family & friends. Also, she loves her annual trip to Hawaii!

Plant Supervisors



Left to right:

Efrain Lopez
(11/05/84)
Production Manager

Gina Estrada
(11/17/86)
Assistant Supervisor

Customer Sales Representatives



Left to right:
Customer Sales Representatives
Dave Suber (04/17/00), **Mike Mattei** (11/18/02),
Rene Mederos (06/28/99).



Left to right:
Customer Sales Representatives
Jaime Medrano (11/05/02), **Miguel Torres** (08/27/13),
Keith Case (09/09/02).



Left to right:
Customer Sales Representatives
Tim Prescott (10/4/04), **Sergio Salgado** (11/26/07),
Peter Van Zandt (08/18/08).



Left to right:
Customer Sales Representatives
Ryan Frazier (08/02/10), **Darren Correll** (09/23/13),
Robert Villa (12/02/08).



Jose Martinez
(10/01/13)
Customer Sales
Representative



Andrew Lopez
(04/07/08)
Customer Sales
Representative



Major Sangha
(08/24/12)
Line Driver



Left to right:
Production
Romeo Rodriguez (10/14/13),
Rafael Gonzalez (09/14/92).



Bob Byrd (05/31/05)
Auto Mechanic

N.U.K.E.S. Moorpark Plant Safety Team

(Never Undervalue Knowledge Essential to Safety)

The Moorpark N.U.K.E.S. strive to keep its employees engaged and safe. Awarding their co-workers for doing the right thing and working safely has been vital to their success.



Left to right:
The N.U.K.E.S. Safety Committee

Robert Byrd (05/31/05) Auto Mechanic, **Mike Mattei** (11/18/02) Customer Sales Representative, **Dave Suber** (04/17/00) Customer Sales Representative, **Heidi Phelps** (01/06/03) Office Clerk, **Efrain Lopez** (11/05/84) Production Manager, **Tim Prescott** Customer Sales Representative (10/04/04).

MISSION STATEMENT

"The NUKES safety committee will implement a safety process that provides the tools and training required to maintain a safe work environment through 100% employee participation and analyzing and learning from the past incidents in order to protect our fellow employees."



LOS TOROS
CHATSORTH
**MEXICAN RESTAURANT
& CANTINA**
est. 1967

“An Institution Consecrated to Exalt Mexican Delicacies.”

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www.lostoros.com



Bienvenidos... Mi Casa Es Su Casa!
“Papa Nick and The Montañó Family”
Serving You With Pride Since 1967



Los Toros has been a long time Prudential customer and has been in business for 47 years. The owner, Nick Montañó and his wife Lucia are major contributors to the community and area schools. The family has been involved in the Kiwanis club for over 40 years. Check out their website www.lostoros.com for more information.

Los Toros...Prudential thanks you for your business!



Left to right:
Robert Villa (12/02/08)
Customer Sales Representative,
Nick Montañó Owner,
Sergio Aguilera (06/19/06)
Sales and Service Manager.



The Prudential Overall Supply truck ready to make the weekly delivery.



Los Toro's kitchen preparing some of the best Mexican delicacies in the San Fernando Valley.



Robert Villa delivering the clean bar towels.



Robert Villa sitting down with the head cook to go over the day's invoice.



Robert Villa changing out the logo mats.



Los Toros proudly hosts an annual golf tournament with the proceeds helping local schools.

2013 Annual Award Recipients



Plant Superintendent of the Year **Michael Blazer** (07/30/92) Richmond Cleanroom Plant

Left to right:
Michael Blazer (07/30/92)
Dan Clark (09/23/68) Chairman of the Board

The Company annually presents an award to the person who is considered to have been the most outstanding Plant Superintendent of the year. This award consists of a handsome plaque which is a personal gift to the winner.

Objective consideration:

The highest combined point total from the Plant Superintendent performance program.

Demonstrates management skills, plant cleanliness, and product quality.

The winner must be the Plant Superintendent at the same Plant for the full year.



Sales & Service Manager of the Year **Genaro Ruvalcaba** (03/14/05) El Paso Service Center

The Company annually presents an award to the person who is considered to have been the most outstanding Sales & Service Manager of the year.

Objective consideration:

Results shown on MIR, Major Account List, A/R collection

Must be a Sales & Service Manager in the same Plant for full year.



President's Award **Jeff Rogers** (07/25/11) Phoenix Plant

The Company annually presents an award to the person who is considered to have been the most outstanding Customer Sales Representative of the year. The competition for this award includes all Customer Sales Representatives in all Plants and Service Centers.

Objective consideration:

Management Information Reports, new business, lost business, lost charges, revenue, credit issued, as compared to plan.

Customer Sales Representative of the Month, at least once during the year.

The Customer Sales Representative must be on the same route for the full year.



John D. Clark Award **David McGee** (06/22/98) Milpitas Plant

The Company annually presents an award to the person who sold the most new business during the year. The award consists of a handsome inscribed plaque which is a personal gift to the winner. A name plate is placed on a larger replica of this plaque which hangs in the Corporate Office. The competition for this award includes Customer Sales Representatives in all Plants and Service Centers.

Objective consideration:

Sales Logix commissions paid report and a new business commission status report.

Customer Sales Representative of the Month at least once during the year.

The Customer Sales Representative must be on the same route for the full year.

Employed by the Company at the time of the award.

2013 MGO (Marketing Group One)

San Antonio Sales Blitz Award Winners



"Most Accounts Sold Winner"
Chris Weston (08/05/13)
Corporate Sales Representative, San Antonio Service Center.



ROADRUNNERS TEAM - "Most Revenue Sold Team Winners"

Left to right: **Robert Bossardet** (08/23/10) District Sales Manager, Corporate Office, **Anthony Frumusa** (03/02/09) District Sales Manager, Corporate Office, **Chris Weston** (08/05/13) Corporate Sales Representative, San Antonio Service Center, **Jennifer Shearer** (08/14/07) Corporate Sales Representative, Riverside Plant, **Nick Miranda** (04/16/07) Corporate Sales Representative, Indio Service Center, **Mike Ray** (08/06/07) Corporate Sales Representative, Riverside Plant, **Jeffrey Gross** (01/14/13) Corporate Sales Representative, Las Vegas Service Center.
Not Pictured: **Tim Maldonado** (07/02/12) Corporate Sales Representative, San Antonio Service Center.



LONGHORNS TEAM

Left to right: **Michael Whalen** (07/30/12) Corporate Sales Representative, West Sacramento Service Center, **Ryan Hefner** (01/28/13) Corporate Sales Representative, Albuquerque Plant, **Bruce Arola** (12/29/97) Corporate Sales Representative, Milpitas Plant, **Gene LeClair** (03/15/99) Corporate Sales Representative, Chula Vista Plant, **Andy Holliday** (11/10/03) Corporate Sales Representative, Los Angeles Plant, **Jose Montes** (02/19/01) Corporate Sales Representative, Tucson Plant, **Ed Smith** (09/05/95) Corporate Sales Representative, Prescott Service Center.



COYOTES TEAM

Left to right: **Marlon Wilkins** (12/30/96) District Sales Manager, Corporate Office, **Brian Cole** (08/11/94) District Sales Manager, Corporate Office, **Mike Russo** (02/28/00) Corporate Sales Representative, Phoenix Plant, **Mike Topete** (11/22/10) Corporate Sales Representative, Phoenix Plant, **Dwayne Marcum** (02/28/88) Corporate Sales Representative, Carson Plant, **Steve Barnes** (02/25/08) Corporate Sales Representative, Tucson Plant, **Raul Isassi** (08/05/13) Corporate Sales Representative, San Antonio Service Center, **Mark Stanton** (07/13/92) District Sales Manager, Moorpark Plant, **Steven Roberts** (09/16/13) Corporate Sales Representative, San Antonio Service Center.

Prudential Recognizes Its 2013 Outstanding Achievement Award Recipients

To recognize each operating plant that accomplishes its goals for revenue and profit during a calendar year. This award has been in place since 1986.

Los Angeles, California Cleanroom



Tucson, Arizona



Milpitas, California Cleanroom



Richmond, Virginia



Prudential Recognizes Its 2013 \$19.32 Club

Congratulations to the Company's \$19.32 CSR 2013 sales average qualifiers! 2013 produced 49 qualifiers, great effort!

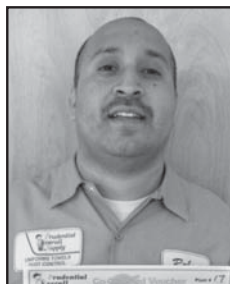
Any CSR with a \$19.32 weekly paid sales average or above for the calendar year shall be awarded the Super Star status.



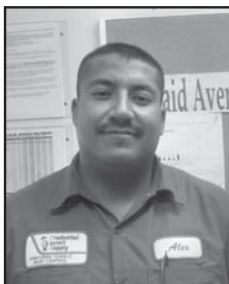
David McGee
(06/22/98)
Milpitas Plant
\$209.72/wk



Jeff Rogers
(07/25/11)
Phoenix Plant
\$125.22/wk



Robert Villa Jr.
(12/02/08)
Moorpark Service Center
\$62.51/wk



Alex De La Fuente
(01/19/09)
El Paso Service Center
\$62.05/wk



Joshua Lewis
(07/29/09)
Prescott Service Center
\$57.53/wk



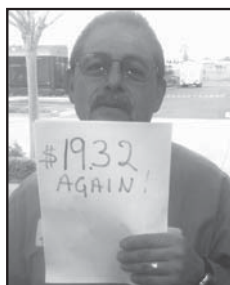
Tony Ureno
(07/06/95)
Milpitas Plant
\$51.37/wk



Ricardo Apalategui
(03/14/05)
Tucson Plant
\$50.71/wk



Michael Meza
(07/14/08)
Chula Vista Plant
\$49.45/wk



Duke Sevilla
(06/10/96)
Milpitas Plant
\$48.37/wk



Miguel Echevarria
(12/03/07)
Phoenix Plant
\$48.26/wk



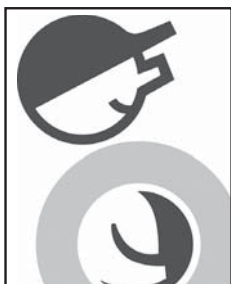
Anthony Harding
(10/27/08)
Riverside Plant
\$44.16/wk



Scott Camp
(08/21/97)
Tucson Plant
\$43.09/wk



Adnan Isovich
(02/16/09)
West Sacramento Service Center
\$41.89/wk



Jaime O. Medrano
(11/05/02)
Moorpark Service Center
\$38.60/wk



Brian Steinbrenner
(10/31/05)
Carson Plant
\$35.79/wk



Roger Baldiviez
(05/12/04)
Los Angeles Plant
\$33.58/wk



Rene Mederos
(06/28/99)
Moorpark Service Center
\$32.99/wk



Victor Montanez
(05/29/07)
Los Angeles Plant
\$30.46/wk



Rene Moran
(12/19/05)
Los Angeles Plant
\$29.73/wk



Donald Clark Jr.
(08/18/03)
Carson Plant
\$29.50/wk



Sean Allen
(04/27/10)
Riverside Plant
\$28.86/wk



Michael Armstrong
(07/25/11)
Phoenix Plant
\$27.99/wk



Timothy C. Prescott
(10/04/04)
Moorpark Service Center
\$27.95/wk



Miguel Tapia
(03/12/07)
El Paso Service Center
\$27.38/wk



Salvador Alamillo
(03/28/05)
Riverside Plant
\$26.88/wk



Mark Van Dyke
(07/02/07)
Prescott Service Center
\$26.00/wk



Mike Wall
(10/18/10)
Carson Plant
\$25.86/wk



Jaime S. Osorio
(08/31/09)
Riverside Plant
\$25.52/wk



Rigoberto Mendez
(07/20/06)
El Paso Service Center
\$25.37/wk



Enrique Leija
(01/18/99)
Los Angeles Plant
\$25.25/wk



Steven Acosta
(08/09/10)
Indio Service Center
\$25.16/wk



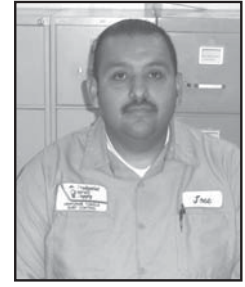
JP Landin
(04/19/06)
Riverside Plant
\$24.81/wk



Tony Madrilejos
(04/28/03)
Milpitas Plant
\$24.81/wk



Darrin Reed
(10/24/05)
Carson Plant
\$24.59/wk



Jose Rodriguez
(04/26/04)
Riverside Plant
\$23.73/wk



Mark Arias
(11/02/09)
Riverside Plant
\$23.40/wk



Jared McCutchan
(05/07/07)
Riverside Plant
\$23.16/wk



Gary Brooks
(03/14/88)
Vista Plant
\$23.11/wk



Sean Young
(06/15/04)
Fresno Plant
\$22.97/wk



Tobias Trujillo
(10/09/06)
Tucson Plant
\$22.82/wk



Tony Martindale
(05/29/07)
Tucson Plant
\$22.80/wk



Al Trevizo
(04/20/98)
Los Angeles Plant
\$21.84/wk



Chad Frye
(02/21/05)
Vista Plant
\$21.80/wk



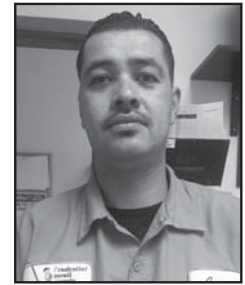
Arturo Magana
(10/29/90)
Carson Plant
\$21.80/wk



Kevin Francis
(05/21/07)
Tucson Plant
\$21.36/wk



Ray Santiago
(11/15/05)
Las Vegas Service Center
\$20.97/wk



Jason Moreno
(09/26/11)
Irvine Plant
\$20.58/wk



Paul Olawski
(05/14/12)
Las Vegas Service Center
\$20.28/wk



Sean Eubank
(04/04/05)
Carson Plant
\$19.95/wk

Gold Star - Winson Wong



The Company annually presents an award to the person who is considered to have been the most outstanding Corporate Sales Representative / Account Executive of the year. The competition for this award includes Corporate Sales Representative / Account Executive in all Plants and Service Centers.

Left to right:
Kwangee Lee (09/16/02) General Manager Milpitas Industrial Plant,
Winson Wong (08/11/97) Corporate Sales Representative and
Robert Bossardet (08/23/10) District Sales Manager.

President's Club

Awards Sales Representatives who achieve a \$120/\$140/\$180 (depending on territory) or greater weekly sales average based on the representatives' annual sales production (minimum 6 months in field - 26 field weeks).



President's Club Members Above

Front row left to right:

- Mark Estrada** (04/26/10) Corporate Sales Representative, Los Angeles Plant,
- Rich Perry** (04/30/07) Senior Account Executive, Richmond Plant,
- Jennifer Shearer** (08/14/07) Corporate Sales Representative, Riverside Plant,
- Kerri Vanderveldt** (03/05/12) Corporate Sales Representative, Visa Plant,
- Chelsea Bloom** (08/15/11) Corporate Sales Representative, Phoenix Plant,
- Jackie Delcid** (03/09/09) Corporate Sales Representative, Carson Plant,
- Daniel Gutierrez** (07/11/05) Corporate Sales Representative, El Paso Service Center,
- Jose Montes** (02/19/01) Corporate Sales Representative, San Antonio Service Center,
- John Namestnik** (09/12/05) Corporate Sales Representative, Albuquerque Plant,
- Ed Smith** (09/05/95) Corporate Sales Representative, Prescott Service Center,

Back row left to right:

- Jerry Martin** (04/20/92) Vice President of Sales and Marketing, Corporate Office
- Don Bryson** (10/15/07) Corporate Sales Representative, Moorpark Plant,
- Andy Holliday** (11/10/03) Corporate Sales Representative, Los Angeles Plant,
- Frank Rich** (01/29/90) District Sales Manager, Phoenix Plant,
- Gene LeClair** (03/15/99) Corporate Sales Representative, Chula Vista Plant,
- Tom Watts** (09/08/75) President, Corporate Office,
- Ken Kappelmann** (10/26/10) Account Executive, Milpitas Cleanroom Plant,
- Tim Miller** (01/05/99) Corporate Sales Representative, Vista Plant,
- Mike Ray** (08/06/07) Corporate Sales Representative, Riverside Plant,
- Anthony Frumusa** (03/02/09) Corporate Sales Representative, Chula Vista Plant,
- Mike Topete** (11/22/10) Corporate Sales Representative, Phoenix Plant,
- Marlon Wilkins** (12/30/96) District Sales Manager, Corporate Office,
- Nate King** (05/24/04) Senior Account Executive, Austin Cleanroom Plant,
- Samuel Ross** (03/20/00) National Account Executive, Corporate Office,
- Myles Reukema** (01/05/04) Director of Cleanroom Sales, Corporate Office.



Dan Clark Award - Chula Vista



Awards the Plant with the highest weekly sales average. The sales average is calculated by determining the total sales revenue sold by all assigned Plant Sales Representatives, then divided by the number of assigned sales positions, then divided by fifty-two weeks.

Left to right:
Dan Clark (09/23/68) Chairman of the Board. **Bryan Harris** (07/31/00) General Manager at the Chula Vista Plant,
Gene LeClair (03/15/99) Corporate Sales Representative and **Anthony Frumusa** (03/02/09) District Sales Manager.

Rookie of the Year



Awards the first year Sales Representative (minimum of six months) who has the highest weekly sales average.

Left to right:
Frank Rich (01/29/90) District Sales Manager,
Jose Montes (02/19/01) Corporate Sales Representative,
Dean Killion (03/06/95) Director of Sales.

District Sales Manager of the Year



The Company annually presents an award to the person who is considered to have been the most outstanding District Sales Manager of the year.

Left to right:
Jerry Martin (04/20/92) Vice President of Sales & Marketing,
Myles Reukema (01/05/04) Director of Cleanroom Sales.

Annual Top Pro



The Annual Top Pro Award is presented to the Corporate Sales Representative who receives the most Top Pro Awards in a selling year.

Left to right:
Kwangee Lee (09/16/02) General Manager Milpitas Industrial Plant,
Winson Wong (08/11/97) Corporate Sales Representative and
Robert Bossardet (08/23/10) District Sales Manager.

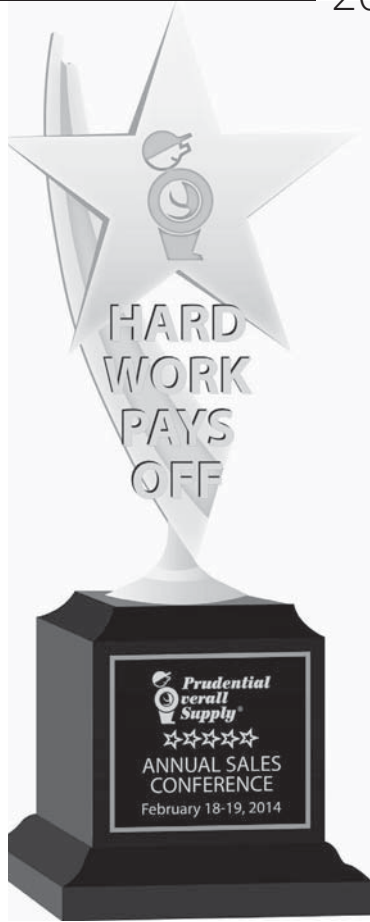
Annual Clean Pro



The Annual Clean Pro Award is presented to the Cleanroom Account Executive who receives the most Clean Pro Awards in a selling year.

Left to right:
Nate King (05/24/04) Senior Account Executive,
Myles Reukema (01/05/04) Director of Cleanroom Sales.

2013 Annual Sales Conference



Dan Clark (09/23/68)
Chairman of the Board, thanks the sales team for the results in 2013.



Tom Watts (09/08/75)
President, sets goals for the sales team.



Jerry Martin (04/20/92) Vice President of Sales & Marketing, kicks off the Annual Sales Conference.



Key Note Speaker - "Growth Opportunities / Market Trends", **Alex Smith**, Senior Vice President, Dickies North America.

Conference Highlights Include:

- Annual Awards Dinner
- Key Note Speakers
- President's Club Panel Discussion
- Customer Onboarding Program Training
- SanMar Rental Polo Shirt and Online Store Training
- HACCP (Hazard Assessment Critical Control Point) Program Training
- VF Imagewear Vertical Market Training
- 2014 Marketing Initiatives Review
- National Account Review
- Prospecting Tools Training
- Cleanroom Breakout Sessions
- Team Activity
- Enhanced Earning Opportunities



"SanMar Training", **Russ Wenter**, Sanmar.



"HACCP Program Training", **Mark Willis** (08/09/04) General Manager, Los Angeles Industrial Plant & **Chris Welch** (12/14/95) Regional Manager, Corporate Office.



"Customer Onboarding", **Steve Kallenbach**, Director of Marketing Solutions American Dawn, Inc. and **Ademar Nunes** (05/21/07) 15 Systems Analyst.



"National Account Program Review", **Sam Ross** (03/20/00) National Account Executive



"Vertical Markets" Left to right: **Garret Darland**, Territory Sales Manager, **Jon Heavin** Manager National Accounts, **Brad Mehaffey** National Sales Representative and **Paul Laker**, VF Imagewear Team.



"Prospecting Tools - Hoover's"
Joanne Perkins, Hoover's Inc. and
Ademar Nunes (05/21/07)
Systems Analyst.



"President's Club Panel Discussion" - President's Club Members



Special thank you to **Steve Kallenbach** and his team for their talented audio and visual productions. You help make our conference a huge success!

Thank you to all of our speakers and attendees!



Myles Reukema (01/05/04) Director of Cleanroom Sales leads his team in a group session.



"Microfiber Mop Contamination and Application Training"
Ziva Abraham, Microrite.



"Inside Sales Support"
Vicky Hudson, HMS.



"New Product Training"
Rob Speice, WKEP.



"Microfiber Sales System Application PowerPoint Training"
Doug Lindl, Abgenics.



Jerry Martin (04/20/92) Vice President of Sales & Marketing congratulating the team on working hard in 2013...it is paying off!



Displaying products and banners increase awareness of what we have to offer to the newer sales representatives.



Tom Watts (09/08/75) President, thanks the Prudential Sales Force and let's them know that they help Prudential Stay Strong!



Having the ability to interact with the other plants during the conference is key. They build relationships to help sales people become more successful throughout the year.



Far right, **Marlon Wilkins** (12/30/96) District Sales Manager provides valuable information to other sales representatives during a break.



New marketing materials are provided to the sales force to help them visually communicate their message to the customer.



Taking a break...pool side.



The "pirate boat" going on the scavenger hunt - team building activity.



The awards dinner is always a great time to enjoy great food and have fun with friends.



The team having fun on the Newport Harbor during the Duffy Boat Scavenger Hunt!



What a great team building experience!



Winning Team Activity Group.

Training Programs

Plant Superintendent Meeting



Marc O'Leary (12/07/77) Regional Vice President, Corporate Office,
Brad Schacherl (05/07/12) Assistant General Manager, Austin,
Leonard McAllister (08/06/07) Senior Director of Engineering, Corporate Office,
Michael Blazer (07/30/92) Plant Superintendent, Richmond Cleanroom,
Rebecca Koury (06/24/91) Plant Superintendent, Mesa Cleanroom,
Sandra Sepulveda (09/21/11) Plant Superintendent, Los Angeles Cleanroom,
Lauri Lecair (08/09/79) Plant Superintendent, Milpitas Cleanroom,
Stephan Schurter (10/26/92) Senior Vice President, Corporate Office,
Rose Graber (08/01/13) Quality Assurance Manager, Corporate Office,
Dianne Knitter (09/20/04) Director of Quality Assurance, Corporate Office,
Phillip Kramer (10/21/13) Assistant General Manager, Portland Plant,
Steve Voros (12/03/90) Regional Maintenance Engineer, Corporate Office,
Chuck Burish (03/09/87) Corporate Production Manager, Corporate Office,
Joe Sharma (09/04/06) General Manager, Milpitas Cleanroom.

Milpitas Cleanroom Sales & Service Managers Meeting



Left to right:
Erikha Phan (07/05/11) Office Manager, Milpitas Industrial and Cleanroom Plants,
Carol Magallon (01/13/10) Office Clerk, Milpitas Industrial and Cleanroom Plants,
Kwangee Lee (09/16/02) General Manger, Milpitas Industrial Plant,
Joshua Miller (09/12/11) Milpitas Cleanroom Plant,
Joe Sharma (09/04/06) General Manager, Milpitas Cleanroom,
Blanca Lopez (12/11/12) Office Clerk, Milpitas Industrial and Cleanroom Plants,
Teresa Navarrete (01/03/11) Office Clerk, Milpitas Industrial and Cleanroom Plants.

Not only did the Milpitas Cleanroom team achieve the lowest accounts receivable percentage in the company in 2013, but for the third consecutive year in a row!

Training Programs

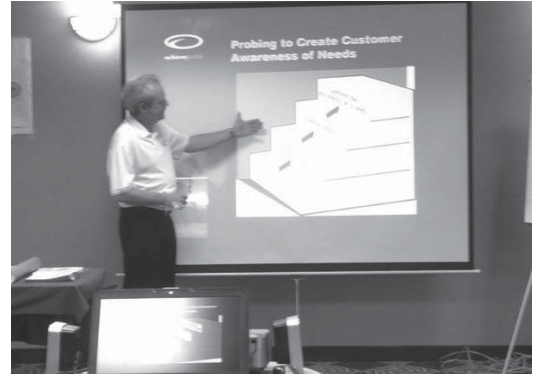
PSS - Professional Sales Skills' Achieve - Global Training Program & Certification For All Corporate Sales Representatives (CoSR) and Account Executives (AE).



Dean Killion (03/06/95) Director of Sales, Corporate Office leads the PSS training.



The training is usually an informal two day small group meeting to have a maximum impact.



Robert Bossardet (08/23/10) District Sales Manager explains the sales steps.



San Diego, California District 2 Training Session left to right:

Front row: **Jeff Gross** (01/14/13) CoSR, Las Vegas Service Center, **Ashley Carroll** (05/14/07) Key Accounts Manager Corporate Office, **Dean Killion** (03/06/95) Director of Sales, Corporate Office,

Back row: **Robert Bossardet** (08/23/10) District Sales Manager, Corporate Office, **Anthony Frumosa** (03/02/09) District Sales Manager, Corporate Office, **Bryan Harris** (07/31/00) General Manager, Chula Vista, **Gene LeClair** (03/15/99) CoSR, Chula Vista Plant.



Sacramento, California District 4 Training Session left to right:

Front row: **Bill Evans** (08/20/07) District Sales Manager, Corporate Office, **Chris Miller** (07/02/12) CoSR, West Sacramento Service Center, **Robert Bossardet** (08/23/10) District Sales Manager, Corporate Office, **Emma Wendt** (03/05/12) CoSR, West Sacramento Service Center, **Winson Wong** (08/11/97) CoSR, Milpitas Plant,

Back row: **Mike Whalen** (07/30/12) Corporate Sales Representative, West Sacramento Service Center, **David Mecham** (07/23/12) CoSR, Milpitas Plant, **Bruce Arola** (12/29/97) CoSR, Milpitas Plant, **Dean Killion** (03/06/95) Director of Sales, Corporate Office.



San Marcos, California Training Session - Left to right:

Front row: **Mike Sexton** (01/06/14) CoSR, Denver Plant, **Rocio Torres** (12/02/13) CoSR, San Antonio Service Center, **Cathy Wilcox** (03/11/14) CoSR, Fresno Plant, **Christian Balli** (01/22/01) CoSR Riverside Plant, **Jerry Carillo** (02/04/14) CoSR Irvine Plant, **Cheryel Brown** () Account Executive, Los Angeles Cleanroom Plant, **Mitch Cummins** (07/21/80) General Manager, Tucson Plant, **Bill Evans** (08/20/07) District Sales Manager, Corporate Office,

Back row: **Greg Franklin** (02/24/14) CoSR, Carson Plant, **Jon Marts** (05/30/00) Sales & Service Center Manager, Carson Plant, **Natalee Jones** (02/17/14) CoSR, Chula Vista Plant, **Carlos Castillo** (07/06/09) Sales & Service Manager, Irvine Plant, **Scott Chafin** (12/13/99) General Manager, Vista Plant.



Working together as a team builds greater selling skills by learning from each other.

Promotions in the Company



Joseph Edward Perry II (aka Joe Perry) (08/25/08) Joe started on a route at the Irvine plant in 2008. He was promoted to Route Manager in 2010 then advanced to a Sales & Service Manager in 2011. Joe was a very successful part of the Irvine team until he was asked to take the leadership role of the Las Vegas Service Center. Joe is single and enjoys being outdoors and especially competing in mud runs.



Thomas Orr (04/14/14) has been hired as Senior Fleet Manager in the Engineering department at the Corporate Office. Tom comes to us with nearly 40 years of experience in Fleet Operations (both in our industry and outside of our industry). Most recently Tom served as the Regional Fleet Manager for a national competitor of ours based in Southern California where he has been an influential leader within that company's fleet department both for the corporate office and 14 maintenance shops. Tom's background also includes management and supervisory positions with nationally recognized fleet maintenance companies and has led numerous corporate level projects including: Federal DOT compliance and maintenance management systems projects, national level procurement programs, and hybrid/alternative fuel vehicle programs. Tom has also been an instructor at the Rio Hondo College - Automotive Department.



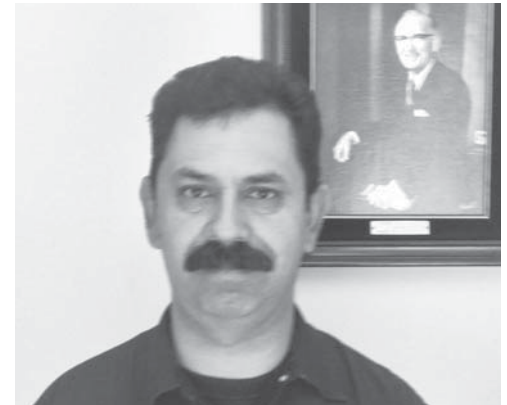
Pete Redwood (05/12/09) has been promoted to Senior Sales and Service Manager at the Austin Industrial Plant.



Joshua Miller (09/12/11) has been promoted to District 2 Sales & Service Manager at the Milpitas Cleanroom Plant.



Donny Pyne (04/22/13) has been promoted to the District 2 Sales and Service Manager at the Los Angeles Plant.



Beni Holguin (08/13/12) was promoted from Maintenance Mechanic to Maintenance Supervisor at the Carson Plant.



Cameron Keith Bates (03/05/12) was promoted from Customer Sales Representative to Route Manager at the Irvine Plant.



Ricardo Montenegro (11/19/03) has been promoted to Route Manager at the Los Angeles Cleanroom Plant.



Maria (Carmen) Guerra (08/17/05) has been promoted to Cleanroom Supervisor at the Austin Cleanroom Plant.

Promotions in the Company



Linda Riehle (12/16/13) has been hired as the National Accounts Administrator at the Corporate Office.



Kami Stoops (07/30/12) was promoted from MPTP to Corporate Sales Representative at the Carson Plant.



Cheryl Ann Brown (03/12/14) has been hired as the Account Executive at the Los Angeles Cleanroom Plant. She also previously worked with Prudential in the consumable division from 1998-2002.



Alma De La Cruz (03/14/11) has been promoted to Quality Assurance Technician at the Austin Cleanroom Plant.



Lilia Villanueva (05/11/93) has been promoted to Production Supervisor at the Los Angeles Cleanroom.

Aaron's Safety Corner



Aaron M. Elbersen
(02/07/11)
Customer Sales Representative
Safety Coordinator

Happy Spring Prudential Overall Supply! With the second quarter well under way, the safety department is working with all plants to help them make this the safest year ever.

Our safety committees are doing tremendous work to improve the safety in their locations. Recently, the Riverside plant's Safety Team of Prudential (STOP) Committee, with the help of the ergonomics subcommittee, implemented a new stretching program for their coworkers. Every morning, all employees come together to participate in the stretch routine which is led by members of the ergonomics subcommittee. Members of the STOP committee feel this will help to drive down many of the incidents related to lifting, reaching, pulling, and repetitive motions. The new stretching program is so effective the steering committees from the Tucson, Mesa, and Los Angeles Cleanroom plants have adopted in and have begun using it for their coworkers.

The Los Angeles Cleanroom plant's Safe Workers Active Team (SWAT) committee, with the help of the ergonomic subcommittee, recently rolled out a new process for folding and sealing boots inside the cleanroom. After a serious study led by the ergonomics committee, it was discovered that the method used to seal boots contributed to a number of hand and wrist injuries. After careful observations, the ergonomics team created a new, less invasive, method to minimize the risk of injury. After receiving the endorsement of SWAT, all cleanroom workers were trained on how to do the new method and new technique was effectively rolled out.

These are just a couple of the amazing things the safety committees are doing in their plants to improve the safety in the locations. Keep up the good work POS! Let's have safe and productive 2014!



Safety matters

Did you Hear the News?

Prudential Overall Supply Acquires SoCAL Uniform Rental's Food Processing Customer Accounts

Prudential Overall Supply, an industry leader in reusable image work apparel and related textiles, today announced that it has acquired the food processing customer accounts from SoCAL Uniform Rental, a Southern California company.

"We chose Prudential Overall Supply to carry on the customer service experience SoCAL customers have come to expect," says SoCAL Uniform Rental Company CEO, Theodore Doll. Mr. Doll continues, "Prudential Overall Supply is family owned and operated which connects them to the local community, and puts their service teams in the best possible position to offer the highest quality service experience."

Tom Watts, President of Prudential Overall Supply, says, "We are excited to offer SoCAL customers the best possible service experience. The depth and experience of our service team along with our product and service offering will help us meet this goal." Mr. Watts continues, "We have invested significant resources to position Prudential to be a best in class rental provider for the food processing industry, and this acquisition helps to strengthen our market position for these types of clients."

Prudential's Portland Cleanroom - Management Visit



During a team tour of our new Portland, OR Cleanroom. Its always fun to include pictures and we rarely show people gowned up in the Cleanroom. Attention cleanroom customers throughout the United States/Puerto Rico did you know that we now have a plant in the Pacific Northwest!

left to right:

Stefan Schurter (10/26/92) Senior Vice President, Corporate Office,
Chuck Freese (09/29/80) Senior System Analyst, Corporate Office,
Phillip Kramer (10/21/13) Assistant General Manager, Portland Cleanroom Plant,
Marc O'Leary (12/07/77) Regional Vice President, Corporate Office,
Sandra Sepulveda (09/21/11) Plant Superintendent, Los Angeles Cleanroom Plant,
Rebecca Koury (06/24/91) Plant Superintendent, Mesa Cleanroom Plant,
Brad Schacherl (05/07/12) Assistant General Manager, Austin Cleanroom Plant,
Lauri Lecair (08/09/79) Plant Superintendent, Milpitas Cleanroom Plant.

Social Media Contest Winner



Congratulations to our #FindThePrudentialMan winner

JOHANNA KALERT!



Congratulations to our winner, **Johanna Kalert** (09/01/05) ABS Cleanroom Lead at the Corporate Office! She won \$500 to the Prudential Online Store for finding the Prudential Man!

Thank you to everyone who participated - we loved seeing all of your photos! #FindThePrudentialMan

Keep an eye out for more contests coming your way!

"Route to Success"



Austin Cleanroom Plant Customer Service Representatives, **Herb Seda** (09/16/13) and **Joe Campos** (09/06/13) both completed the Cleanroom Divisions "Route to Success". **Pete Redwood** (05/12/09) Sr. Sales & Service Manager congratulates them.

Did you Hear the News?

Rev it up!

Prudential Overall Supply was featured on the NASCAR - #3 car – during Saturday, March 8th Nationwide Series race in Las Vegas. The car's primary paint coverage is Jiffy Lube. Jiffy Lube is a Prudential customer. Prudential was given this opportunity by our partner / supplier RedKap to extend this sponsorship to our customer. Needless to say, Jiffy Lube was very excited about this opportunity and they also attended the race. Thank you RedKap!



Tom Watts (09/08/75) President shows off the POS logo.



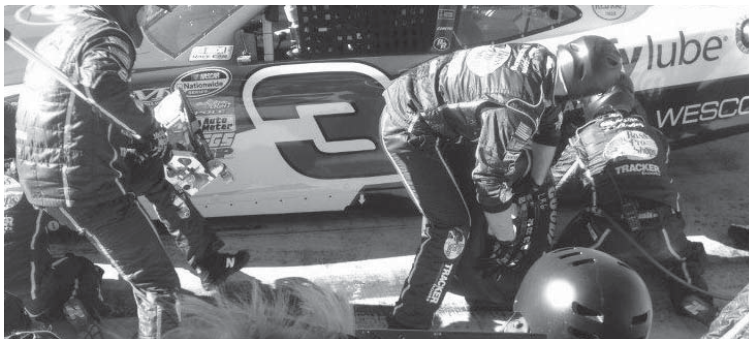
Waiting to start the race.



Richard Childress, Owner
Ty Dillon, Driver



Jerry Martin, (04/20/92)
Vice President of Sales &
Marketing watches Prudential's
logo fly by.



Pit stops in action, 4 tires and 20 gallons of gas in 15 seconds!



Doug Geer, (02/01/83) Director of POS fleet.



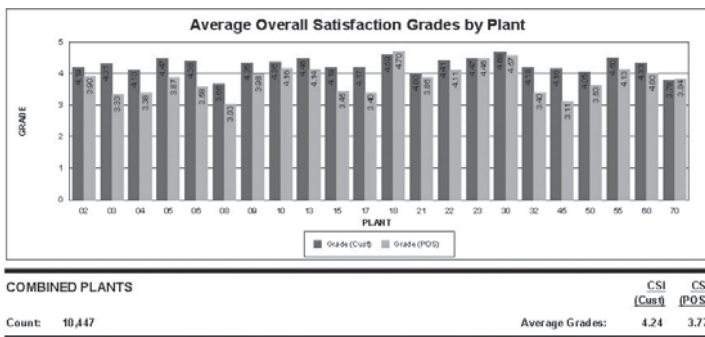
The Jiffy Lube Store Managers enjoyed seeing their logo on the car!



Some excellent brand advertising.

Did You Hear the News?

Prudential Overall Supply Releases 2013 Customer Satisfaction Score



Prudential Overall Supply, an industry leader in reusable image work apparel and related textiles, today announced its 2013 customer satisfaction index (CSI) score. The score is measured through the Company's Customer Visitation (CV) process. The CV occurs with a face to face meeting with each reviewed customer. The CV rates each customer service touch-point.

Prudential's Chairman of the Board, Dan Clark comments, "The CV process is our way to better connect to our customers' requirements, and to verify that we are delivering the customer service experience that we have promised. I personally spend nearly a third of my yearly calendar conducting CV's with our management team. It is the most enjoyable part of my year, and it is the time I learn the most about our business"

Conducting 10,447 face to face Customer Visitations, Prudential achieved a CSI rating of 4.24 on a 5-point scale. The Company remains committed to improving on this rating in 2014.

New Mexico Senator Tours Prudential/Albuquerque



Sen. Martin Heinrich (D-NM) holds up a personalized shirt during a recent visit to the Albuquerque, NM Plant.

Sen. Martin Heinrich (D-NM) recently visited the Prudential Overall Supply facility in Albuquerque, NM.

TRSA coordinated the February 20, 2014 visit with Jeff Nelson and Zach Guilds of Prudential. TRSA previously has worked with the senator in Washington, DC, both as a House member and now in his current post since his election to the Senate in 2012.

The Prudential plant is certified with TRSA's Clean Green program for environmental sustainability, as well as (working towards) OSHA's Voluntary Protection Program (VPP). The latter program is the highest recognition given to private companies by the Occupational Safety and Health Administration for excellence in safety. Since they operate in the arid Southwest, where water conservation is a particular concern, Prudential also has an impressive wastewater treatment system. Staff at Prudential/Albuquerque pride themselves on improving their environmental conservation efforts wherever possible.

Sen. Heinrich toured the facility along with several Prudential employees and customers. During the walk-through, he learned about the laundry process from soil to packout. He also learned about the plant's current product mix, its commitment to corporate citizenship how the plant was converted from a clean room to a commercial laundry. As a sign of appreciation, Prudential made the senator a personalized uniform shirt.

Sen. Heinrich's tour of the Prudential plant is another great example of the productive relationships that TRSA cultivates with members of Congress on behalf of the industry.

Source: TRSA Magazine - <http://www.trsa.org/prmedia/nm-senator-tours-prudentialalbuquerque>

Family...



Ralph Marshall
(11/30/09)
Assistant General Manager, Boston Service Center and his son Hunter at the Boston Bruins hockey game. Hunter is also goalie for his hockey team. Pretty cool!



Did You Hear the News?

MESA Cleanroom Plant holds an Employee/Family Open House!



Susan Diaz Rodriguez (05/07/12)
Soil Sort, with her family on the tour of the facility.



Rafael Munoz Gomez (03/17/10)
Stockroom Clerk, with his family.



Rebecca Koury (06/24/91) Plant Superintendent at the Mesa plant lets the kids try on the cleanroom apparel during the tour. The kids loved it!



Aida Torres Sanchez (07/01/13) Soil-Sort got to dress her kids up in the cleanroom uniforms so they can see what its like.

In Memoriam



Ray Clavelot, 73, was a Sales & Service Manager at the Los Angeles industrial Plant and transferred to be a Corporate Sales Representative from 12/09/68 - 11/07/89 at the Irvine Plant. He recently passed away at his home in Banning, California on January 18, 2014. He was born in Santa Monica, California, on June 8, 1940. Ray was married in Santa Monica to his wife, Karen and together they shared 48 years of marriage. He resided in Banning for 14 years. Ray is survived by his wife, Karen Clavelot of Banning; his son, Steve Clavelot of Seattle; his daughter, Lisa Clavelot Chille of Seattle, and his granddaughters, Danielle Irvine of Seattle, Amber Clavelot of Seattle and Jenny Clavelot of Norwalk.



In Memoriam

Dorothy Spellman, age 77, of Sun City West, Ariz., formerly of Orwell, Ohio, passed away Wednesday, January 8, 2014. Dorothy was born Oct. 18, 1936, in Chardon, Ohio, and grew up in Orwell. She married Norman W. Spellman of Orwell. Shortly after her marriage, they moved to Orange, California, and she worked in data processing at the Prudential Corporate Office. In 1995, they moved to Sun City West, Arizona, for their retirement. Survivors include her husband, Norman; two sons, Ken Spellman (wife: Patti) and David Spellman (wife: Lizette); and five grandchildren.



Did You Hear the News?

----- ANNIVERSARIES -----



Dan Clark (09/23/68) Chairman of the Board celebrates **Eva Cesario's** (01/09/89) Direct Sales Administrator 25 years in various positions at the Corporate Office.



Left to right:
Sandra Sepulveda (09/21/11) Plant Superintendent and **Sandra Lieu** (07/11/11) General Manager recognize **Ana Mora** (08/05/88) Production, for her 25th anniversary with Prudential Cleanroom Services.



Left to right:
Maria Hernandez (03/29/89) Mender and **Ampelia Guerrero** (03/06/89) Presser, who each celebrated their 25th anniversary with Prudential at the Riverside Plant. They are show casing their new watches that they were presented at the employee recognition celebration.



Ramon Martinez (10/26/78) Washer at the Riverside Plant, being recognized by **Jay Boyer** (02/07/84) General Manager at the Riverside Plant, for his 35th anniversary with Prudential.

Did You Hear the News?

----- RETIREMENTS -----



CARSON PLANT

Hemelinda Garcia (09/12/78) Production Employee, pictured in the middle of the group wearing fancy straw hat, retired after 35+ years! We are very thankful for her 35 years of service and gave her lots of retirement gifts and a big celebration welcoming her into the next chapter of her life. We miss her already...come back and visit any time!



MESA PLANT

Left to right:

Juan Johnson (01/26/98) General Manager, **Rebecca Koury** (06/24/91) Plant Superintendent, **Ted Morgan** (07/29/96) Route Manager presented **Juanita Lugo** (12/11/95) Garment Coordinator her retirement certificate and her gifts. She retired after spending 18 years at the Mesa Cleanroom Plant. Thank you Juanita for 18 years!



IRVINE PLANT

Left to right:

Tom Watts (09/08/75) President, **Virginia Molina** (01/11/79) who has retired after 24 years of service for POS and **Dan Clark** (09/23/68) Chairman of the Board. Congratulations on your retirement...best wishes!

Prudential's Mail Bag



April 8, 2014

To Whom It May Concern:

It is with pleasure that I write this letter of reference for Prudential Overall Supply. We have been using their services for 2 years now. We utilize both the direct sales and rental sides.

We made the switch to Prudential after a very bad experience with another vendor. Prudential has been nothing but supportive since the beginning. We have open communication with all of our points of contact, and have worked through little gaps with no problem. They are professional, courteous and very customer oriented. We are pleased with our decision and would recommend their services to everyone.

Regards,

Sonia Roselli
Naked Juice, City of Industry

Mark Willis (08/09/04) General Manager,
Commerce Plant and
Eva Cesario (01/09/89) Direct Sales
Administrator.



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Sabrina Skondin
Office Manager
325 N. 5th St., Bldg. A
Sacramento, CA 95811
sabrina.skondin@coastlineequipment.com

February 19, 2014

Prudential Overall Supply
545 Jefferson Blvd., #5
West Sacramento, CA 95605
Attn: Marshall C.

To Marshall,

I write this letter in recommendation of Angel Lopez, our customer service/sales representative. Coastline Equipment has had the pleasure of working with Angel for the past several months and he has done an outstanding job. He is always very friendly, professional and courteous. We are a demanding group and Angel meets and exceeds our special requests each week.

We are very pleased that we switched to Prudential Overall Supply from the company that we previously had, because both Steve, our first customer service representative and Angel, our current customer service representative are leaps and bounds above the previous company in customer service, positive attitude and efficiency.

Coastline Equipment would highly recommend Prudential Overall Supply and its employees to anyone that inquired and we look forward to our continuing business with them well into the future.

Sincerely,

Sabrina Skondin
Office Manager
Coastline Equipment

Services provided by **Angel Lopez** (05/28/13) Customer Sales Representative and our Sacramento Team.

Rob,

I just wanted to thank you for having JP provide United Natural foods with great service, JP has gone above and beyond meeting our needs, demands and expectations, JP is always giving me tips and advice on uniforms, mats and janitorial supplies. What I appreciate the most is JP's professionalism, customer service and most of all is his integrity which to me is priceless. Kudos to JP.

Thank You,

Javier Oliver
B&G Manager
UNFI Moreno Valley

Robert Cesario (10/07/85) Senior Sales & Service Manager and **JP Landin** (04/19/06) Customer Sales Representative at the Riverside Plant.

Prudential's Mail Bag



The Moorpark Plant recently brought this customer on board, McCarty & Sons Towing in Oxnard. Mike Zimmerman, our contact, sent us this photo today. He's extremely pleased with our service and wanted to let us know that the attached photo along with a short article in which P.O.S. will be acknowledged will be in the upcoming issue of "Tow Times" magazine, an industry publication for the towing business. He will forward an issue to us when released - **Mark Stanton** (07/13/92) District Sales Manager.

Hello KG:

I just wanted to take a minute to write to you and let you know what an amazing employee you have in Leo. He is always available, receptive and intuitive about our needs and as a customer he is the reason I am still with you guys...100%. As the manager of a gym I get offers all the time from other companies saying that they can beat the price I am currently paying but price wasn't the reason I went with POS, it was the small family owned business model and the thing that has kept me with you guys is the service and relationship we have built with Leo over the last 2 years. He is the kind of guy who goes above and beyond and as a manager of people I'm sure I don't have to tell you how rare that is to find. I'm sure you know how great he is already but I felt compelled to throw my voice in with the countless other that must also be singing his praises. Thank you for you time.

Kindest regards,
Diane Ortega, General Manger
The Studio Climbing

Kwangee Lee (09/16/02) General Manager at the Milpitas Industrial Plant and **Leo Saucedo Jr.** (01/15/07) Customer Sales Representative.

Carlos

Thanks for your help. By the way, Vincent left me a copy of the POS Off-the-Cuff magazine. I was very impressed with its content and all the work that must go into its publication. It was obvious to me in reading it page by page that POS cares about its employees and their safety. As a Facilities Manager that successfully got VPP Star status for Raytheon's site in Kearny Mesa in 2011, I know that it takes a lot of work and commitment by all of your employees to achieve that status. Your management is to be commended.

Happy New Year!
Glen Best, CFM
Cibus US LLC

Carlos Castillo (07/06/09) Sales & Service Manager at the Vista Plant.

THANK YOU FOR YOUR KIND LETTERS!



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