



OFF-THE-CUFF

WHAT'S INSIDE:

- Outstanding Achievement Awards
- Annual Sales Conference and Awards
- Retirements
- Anniversary Celebrations
- Clean Green Updates
- Did You Hear the News?
- Employee Children's Accomplishments



FEATURING:
FRESNO, CA

ALSO IN THIS ISSUE:

MOORPARK, CA
WEST SACRAMENTO, CA



A PUBLICATION FROM



FRESNO, CA PLANT



FRESNO PLANT

THE FRESNO PLANT

YEAR OPENED: 1988

CURRENT NUMBER OF EMPLOYEES: 103

CURRENT NUMBER OF ROUTES: 11



CHRIS FRANCO
(02/14/11) General Manager

Born at Camp Pendleton, California, Chris was raised in the Central Valley of California. Chris and his wife Shelley have been married for 25 years and have 4 children. Kate 35, Nick 31, Matthew 21 and Josie 19. Prior to Prudential Overall Supply Chris spent 27 years in commercial printing rising to the rank of General Manager. Chris has progressed through the ranks at Prudential Overall Supply; starting in production as the Plant Manager in Fresno P08. Golfing and his San Francisco Giants are his pastime enjoyments.

OFFICE STAFF



ASHTON GROTH
(08/22/16)
Office Manager

Ashton was born and raised in Fresno, CA. She enjoys doing CrossFit as well as coaching. She loves being outdoors and spending time with friends, family, and her dog, Duke.



OFFICE CLERKS
Left to Right: **LUIS HERRERA** (08/29/16), **SYLVIA GUTIERREZ** (03/20/02),
MIKAYLA BIDEGAIN (03/04/16), **NICK FRANCO** (10/05/15)

MEET THE FRESNO PLANT TEAM

CORPORATE SALES



STACY PUGA
(08/01/11)
Corporate Sales Representative

Stacy started with POS Fresno in August 2011 as a COSR. He Achieved Presidents Club in 2014, 2015. Married to wife Dawn for 30 years, he has 2 daughters and 4 grandchildren. He enjoys playing golf and traveling.



MARCUS VELA
(12/12/14)
Corporate Sales Representative

Marcus Vela is from Fresno, CA and has 10 years of industry experience. He is in his 3rd year as a Corporate Sales rep with Prudential.

SALES & SERVICE MANAGERS



DAVID NIETO
(10/11/10)
Sales & Service Manager

David has been with Prudential since 2010 starting as a CSR and working his way up through the ranks. In his spare time he hopes to eventually catch a fish and find any reason to buy a new tool. Enjoys spending time with his kids and catching Raiders games with his wife.



MICHELLE GARNER
(12/12/16)
Sales & Service Manager

Native to Southern California, Michelle is married with two children. Currently enrolled in Ashford University, she is earning her bachelor's degree in Entrepreneurship with a minor in Marketing. In her spare time, she enjoys being outdoors hiking, biking and the beach. She is also an avid animal lover and has two dogs (Kaine and Kona) and two kittens (Finn and Frankie).

ROUTE MANAGERS



LARRY BAZE
(06/25/12)
Route Manager

Larry and his wife Jennifer are the proud parents of 3 children, Carson 21, Bailey 19 and Brianna 16. The family are bay area sports enthusiasts; they are 49ers, Giants and Warrior maniacs. Larry also enjoys a home game of poker on occasion.

PRODUCTION MANAGER



MICHAEL ZAMORA
(10/10/16)
Production Manager

Michael enjoys spending his free time outdoors riding his motorcycle, golfing, barbecuing, or walking his two dogs. He once paid money to jump out of a plane at 13,000 feet and can't wait to do it again.

PLANT MANAGER



TONY AZEVEDO
(09/08/14)
Plant Manager

Tony's favorite sports teams are the SF Giants and SF 49ers. His weekends are usually spent with his family watching his children play High School and Travel Team sports.

THE FRESNO PLANT TEAM

CUSTOMER SALES REPRESENTATIVES



CUSTOMER SALES REPRESENTATIVES

Left to right: **SCOTT HYBERG** (07/17/12), **CHRIS KENNER** (03/01/10), **TIM PRESCOTT** (10/04/04), **ARTURO DOMINGUEZ-MARBELLA** (09/06/16), **CHAD SCARBERY** (09/06/16), **MIGUEL MORALES** (07/08/13), **FABIAN RAMIREZ** (07/14/14), **CRAIG JORGENSEN** (07/09/12), **PAUL AVILA JR.** (09/06/16), **SEAN YOUNG** (06/15/04), **ERICK AMEZOLA** (09/06/16)

PRODUCTION DEPARTMENT



PRODUCTION SUPERVISORS

FRANCISCO IBARRA (08/20/03)
MARIA MARTINEZ (07/14/14)



STEAM TUNNEL

Left to Right: **ESPERANZA LOPEZ** (08/27/12), **LOURDES VALENCIA** (10/24/88), **MARIA MAURICIO** (06/22/15), **MARIA RAMIREZ** (06/16/93), **FRANCISCO RAMIREZ** (04/17/06), **PLACIDO SANCHEZ** (05/16/91)



WASH FLOOR TEAM

Left to Right: **GUSTAVO ESPINO** (02/26/16), **JOSE MURILLO** (04/28/14), **ANDRES MORALES** (09/22/14), **DAVID HERNANDEZ** (07/14/14)



SOIL DOCK

Left to Right: **RIGOBERTO AREVALO** (02/27/17) JANITOR, **OCTAVIO CONTRERAS** (03/21/16), **VALENTIN MENDOZA-SANCHEZ** (08/10/15), **PAUL RAMIREZ** (09/03/13), **FABIAN VELASCO** (01/18/17), **ODILON RODRIGUEZ** (02/26/16), **VICTOR RAMOS** (03/09/15), **LEONARDO FLORES** (02/27/17), **OMAR ESPINOZA** (01/30/17), **FERNANDO CONTRERAS** (03/21/16), **PEDRO RIVERA** (01/30/17)

THE FRESNO PLANT TEAMS

PRODUCTION DEPARTMENT CONTINUED



NAPKIN TEAM

Left to Right: **GLORIA SOTO** (08/03/15),
ROSA ESPINOZA (08/03/15),
ALICIA FLORES (08/25/14),
MARICRUZ VENTURA (02/12/16)
MARIA CASTELLANOS (02/12/16),
MARGARITA CASTILLO (02/16/15),
CANDELARIA AGUILAR (10/13/14)



TOWEL TEAM

Left to Right: **ADRIANA BERNAL-SANCHEZ** (03/28/16), **MARIA ROJAS** (08/25/14)
GRISelda ALVAREZ (09/14/15), **ROSALINDA GONZALEZ** (03/28/16),
MARIA EQUIHUA (08/25/14), **HODALINDA LOPEZ** (11/24/14),
GLORIA CASILLAS (08/18/14), **LETICIA GOMEZ** (07/21/14),
YAZMIN COLIN (11/24/14), **PATRICIA ESCAMILLA** (10/27/14),
MA C. RAMOS (07/20/15), **WENDY LOPEZ** (02/28/16),
YESSICA BERNAL (03/28/16), **SARA COLIN** (07/21/14)

MATS DEPARTMENT



Left to right: **WESLEY TERAOKA** (08/19/14)
MARTIN AYALA (01/30/17),
JOSE GARCIA (10/29/01)

STOCKROOM DEPARTMENT



Left to Right:
PATRICIA ALVAREZ (04/28/14),
TARSEM KAUR (03/27/89),
ANA BENAVIDES (10/18/93),
ELIZABETH MEDINA (08/25/14)

MAINTENANCE DEPARTMENT



Left to Right:
TY LY (08/28/13),
MIGUEL MARTINEZ (01/23/17),
XIONG YANG (01/28/13), **LUE VANG** (04/19/93)

DISTRIBUTION DEPARTMENT



Left to Right - **MARIA MEDINA** (06/22/15), **OLGA DELEON** (08/26/99),
DAYANARA GUERRA (09/05/96), **EVA BRISENO** (05/08/91),
MARIA DIAZ (04/28/14), **ERMA GOMEZ** (08/22/12),
ELIZABETH MEDINA (08/25/14), **LETICIA BUSTOS** (04/28/14)

LINE DRIVERS



MAJOR SANGHA
(10/10/90)



RICARDO BONILLA VERA
(02/22/17)



TIM WEBB
(08/19/03)

MOORPARK, CA SERVICE CENTER



MOORPARK SERVICE CENTER

YEAR OPENED: 1985

CURRENT NUMBER OF EMPLOYEES: 23

CURRENT NUMBER OF ROUTES: 12

ASSISTANT GENERAL MANAGER



JOE PERRY

(08/25/08)

Assistant General Manager

Started with the Company in 2008 as a Utility CSR, progressed from CSR, Route Manager and Sales & Service Manager in Irvine. Spent 2 years as Service Center Manager in Las Vegas, and currently Assistant General Manager in Moorpark. Enjoys spending time with friends, family and competing in Spartan Races, Aroo!

OFFICE MANAGER



DANA HUSSEY

(07/26/04)

Office Manager

Dana started with Prudential in Van Nuys in 2004 and continues in Moorpark as an Office Manager. She loves going out and spending time with her family and friends. Also, she loves her annual trip to Hawaii.

MOORPARK SERVICE CENTER TEAMS

DISTRICT SALES MANAGER



MARK STANTON

(07/13/92)

District Sales Manager

Looking forward to celebrating his 25th year with P.O.S. this July. 25 great years working with a lot of wonderful people! Two sons who live in Tucson, oldest son will graduate from the University of Arizona.

CORPORATE SALES REPRESENTATIVES



DON BRYSON

(10/15/07)

Corporate Sales Representative

Successful in Corporate Sales, 8 time President Club winner. Married to Grace with two children Matthew 23, (PHD program UCSC). Nicole 16, sophomore in High School. Enjoys traveling and just hanging out with the family. Go Angels!



STACEY OZUNA

(10/24/16)

Corporate Sales Representative

Loving this job & the people I work with! Married to Alfredo with 2 daughters, Alexis (15), Aryssa (13) & three grown step-sons Alfredo (25), Andrew (23) & Aaron (21). Enjoys barbecues at home with family and friends, Angels and Raiders games and watching my girls play indoor and beach volleyball.

ROUTE MANAGER



JOSE VARGAS

(09/26/16)

Route Manager

Jose joined Prudential last year, was hired as a Utility CSR, he then was promoted to a Route Manager. Now, he looks forward for any upcoming challenges, and a rewarding career. He is married to Martha, and is a father to his 3 year old daughter Monica, and his 1 year old son Sebastian. He likes to be around friends and family. His hobbies are going on family trips, camping, and hiking with his two dogs.

SALES & SERVICE MANAGERS



ROGELIO SERRANO

(07/26/10)

Sales & Service Manager

Rogelio has been a member of the Prudential family since July 2010. He is a graduate of California State University Channel Islands and holds a BA in History. During his tenure with the company he has worked as a utility driver, route manager, and currently as a SSM, all at Moorpark. His favorite things to do outside of work is being a husband to his wife Sue and being a father to their 10 year old daughter Ari and new baby boy Adrian!



MIKE MONTOYA

(05/05/14)

Sales & Service Manager

Mike has been with the Prudential family since May 5, 2014 he has been in the industry for 25 years. He has been married to Dinah for 5 years in September, Mike has 3 kids & Dinah has 3 Kids (All grown up) They have 5 grandchildren. In his time away from work he enjoys spending time with his family, playing softball and BBQ. He also likes to visit a restaurant in Ventura called The Cave where his son Alex is the Executive Chef.

MOORPARK SERVICE CENTER TEAMS

CUSTOMER SALES REPRESENTATIVES



RENE MEDEROS
(06/28/99)
Customer Sales Representative



DAVE SUBER
(04/17/00)
Customer Sales Representative



KEITH CASE
(09/09/02)
Customer Sales Representative



JAIME MEDRANO
(11/05/02)
Customer Sales Representative



SERGIO SALGADO
(11/26/07)
Customer Sales Representative



ANDREW LOPEZ
(04/07/08)
Customer Sales Representative



PETER VANZANDT
(08/18/08)
Customer Sales Representative



ROBERT VILLA
(12/02/08)
Customer Sales Representative



JOSE MARTINEZ
(10/01/13)
Customer Sales Representative

MOORPARK SERVICE CENTER TEAMS

CUSTOMER SALES REPRESENTATIVES, CONTINUED



IDEN RIVERA
(11/17/14)
Customer Sales Representative



JOSE TINAJERO
(11/02/15)
Customer Sales Representative



JESUS MORALES
(04/18/16)
Customer Sales Representative



MARIO CABRERA
(04/18/16)
Customer Sales Representative

ORDER FULFILLMENT DEPARTMENT



BRANDI CLARK
(11/16/15)
Order Fulfillment Operator



RAFAEL GONSALEZ
(09/14/92)
All Other Employee

WEST SACRAMENTO, CA SERVICE CENTER



WEST SACRAMENTO SERVICE CENTER

SALES & SERVICE MANAGER



ADNAN ISOVIC
(02/16/09)

Adnan has been with Prudential for over 8 years. Started as a CSR and became one of the best at Prudential and at the Sacramento location. Recently he got promoted to Sales and Service Manager at the Sacramento Service Center. Adnan was born and raised in Bileca, Bosnia Hercegovina. When he is not working he likes to spend time with his family. Has a huge passion for soccer and his favorite team is Bayern Munich.

THE WEST SACRAMENTO SERVICE CENTER

YEAR OPENED: 1990

CURRENT NUMBER OF EMPLOYEES: 11

CURRENT NUMBER OF ROUTES: 6

CORPORATE SALES REPRESENTATIVES



CHRIS MILLER
(07/02/12)

Chris is a two time President Club Member. A graduate of the University of Oregon. He spent 18 years in Public Service before making a career change entering private business in 2009. Chris continues to be an active supporter of the UO athletic program and is a fund raiser for the Northern California DUCK ATHLETIC FUND. He has three children: Ryan (17), just completed his Junior year; Claire (14), a 10 year survivor of Pediatric Brain Cancer; Reese (11), will be a 6th grader this Fall. "I feel fortunate to have found myself at Prudential Overall Supply. I never imagined the changes and challenges that life would pitch my way. But I am glad to say that I feel at home with POS".



CHARLES RODGERS
(09/06/16)

Charles has been in the sales arena for over 15 years before getting in the textile industry. He is married to a beautiful woman name Cyndie and father of 4 wonderful kids. He loves to go hiking with his wife, play golf and take road trips long or short. Born in Bangkok Thailand, raised in Alaska and went to school in Washington. Charles played minor league baseball before getting into sales.

ROUTE MANAGER & CUSTOMER SALES REPRESENTATIVES



Left to Right:
JOSEPH SOLIS (10/11/10) *Customer Sales Representative,*
DANIEL LOPEZ (03/14/16) *Customer Sales Representative,*
LAUREN COOPER (10/10/16) *Customer Sales Trainee,*
JACK REICHMANN (10/10/16) *Customer Sales Representative,*
KENNETH SMITH (01/12/16) *Route Manager,*
TYRONE SAYLES (09/15/14) *Customer Sales Representative,*
MICHAEL ADVINCULA (02/28/16) *Customer Sales Trainee,*
STEVE LOMBA (02/09/04) *Customer Sales Representative.*



ABOUT US

CHUY'S MESQUITE BROILER

1397 East Los Angeles, Simi Valley West, CA 93065

From Monday night Football to every NFL game every Sunday on over 14 Televisions this is definitely the place to be for all your favorite sporting events. The restaurant has been serving happy patrons since the mid nineties and features two of the largest outdoor patios in the city, a great place for a cold drink on a nice warm day. The unique airbrush murals that spatter the walls of the restaurant along with funky artifacts hanging from the ceiling and walls keeps customers talking and entertained.

The large kitchen is ideal for catering which has made Chuy's catering service in high demand specializing in Mesquite broiled Tri-Tip and Chicken as well as a full array of Tex-Mex favorites. Chuy's is open for breakfast, lunch and dinner seven days a week, has video games for the kids, large portions on all meals, a full bar and fantastic Happy hour prices on both food and drinks including our famous "Five Star Margarita".

Friends like gathering after work at Chuy's Simi Valley West. We also take pride in our community sponsoring local sports teams and schools and we have a tremendous fundraising program to help local groups and individuals who need help raising funds for a good cause. Our catering services are top notch and very affordable, we have become known as the place to go when it comes to catering a party or event. So if you are looking to have a great time with your family and friends we invite you to join us for a great meal at a great price were you can count on friendly and fast service with a smile.



Veronica using Prudential's Turkish Towel and wearing our Bib Apron while cleaning Chuy's kitchen.



Steven, Chuy's Manager showing his appreciation of Prudential's services of logo mats, towels & aprons to **ROGELIO SERRANO** (07/26/10) Sales & Service Manager at the Moorpark Service Center.



ROGELIO SERRANO laying the Chuy's Logo Mat at the entry of the restaurant.

2016 OUTSTANDING ACHIEVEMENT AWARD RECIPIENTS

To recognize each operating plant that accomplishes its goals for revenue and profit during a calendar year.

MILPITAS CLEANROOM PLANT



PORTLAND CLEANROOM PLANT





LOS ANGELES CLEANROOM PLANT



SAN ANTONIO SERVICE CENTER





PLANT MANAGER OF THE YEAR

DARRELL ROBBINS (05/12/2015)
Los Angeles Cleanroom Plant

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.
Pictured with Tom Watts (09/08/75) President, Corporate Office.

OBJECTIVE CONSIDERATION:

The highest combined point total from the Plant Manager performance program. Demonstrates management skills, plant cleanliness, and product quality. The winner must be the Plant Manager at the same Plant for the full year.



SALES & SERVICE MANGER OF THE YEAR

MIKE DIGIOVANNA (11/10/08)
Los Angeles Industrial Plant

The Company annually presents an award to the person who is considered to have been the most outstanding Sales & Service Manager of the year.
Pictured with John Clark (08/31/09) Regional Manager, Corporate Office.

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

RENE RUAN (05/11/09)
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

MIGUEL ECHEVARRIA (12/03/07)
Phoenix 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.



GOLD STAR
Rich Perry

Prudential 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:

JERRY MARTIN (04/20/92) Vice President of Sales and Marketing, Corporate Office

RICH PERRY (04/30/07) Senior Account Executive, Richmond Plant and **TOM WATTS** (09/08/75) President.



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).

Front row left to right:

STEVE ROBERTS (09/16/13) Corporate Sales Representative, San Antonio Service Center,

ANTHONY FRUMUSA (03/02/09) District Sales Manager, Corporate Office,

NICK MIRANDA (04/16/07) Corporate Sales Representative, Indio Service Center,

CHRIS MILLER (07/02/12) Corporate Sales Representative, West Sacramento Service Center,

DON BRYSON (10/15/07) Corporate Sales Representative, Moorpark Service Center,

RYAN HEFFNER (01/28/13) Corporate Sales Representative, Albuquerque Plant,

RICH PERRY (04/30/07) Senior Account Executive, Richmond Plant,

JENNIFER SHEARER (08/14/07) Corporate Sales Representative, Riverside Plant,

Back row left to right:

JERRY MARTIN (04/20/92) Vice President of Sales and Marketing, Corporate Office,

MIKE RAY (08/06/07) Corporate Sales Representative, Riverside Plant,

GENE LECLAIR (03/15/99) Corporate Sales Representative, Chula Vista Service Center,

ANDRES LOYA (01/05/15) Corporate Sales Representative, Carson Plant,

MARK KELLER (07/14/14) National Account Executive, Corporate Office,

ANDY HOLLIDAY (11/10/03) Corporate Sales Representative, Los Angeles Plant,

MYLES REUKEMA (01/05/04) Director of Cleanroom Sales, Corporate Office,

BRUCE AROLA (12/29/97) Corporate Sales Representative, Milpitas Plant,

RYAN HULL (04/06/15) Corporate Sales Representative, Riverside Plant,

TOM WATTS (09/08/75) President, Corporate Office,

JOE TRAMONTANO (10/03/11) Account Executive, Boston Service Center.



President's Club Dinner Cruise aboard the Newport Harbor Cruise.

🏆 2016 COMPANY AWARDS

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.



DAN CLARK AWARD
Riverside Plant

Left to right: **BRANDON BLANCHARD** (01/19/15) Corporate Sales Representative, Riverside Plant, **MARK ELBERSON** (02/16/88) General Manager, Riverside Plant, **JENNIFER SCHEARER** (08/14/07) Corporate Sales Representative, RIVERSIDE PLANT, **RYAN HULL** (04/06/15) Corporate Sales Representative, Riverside Plant, **TOM WATTS** (09/08/75) President, Corporate Office.



ROOKIE OF THE YEAR
Andrew Jarnagin

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

Left to right:
DEAN KILLION (03/16/95) Senior Director of Sales - West, **ANDREW JARNAGIN** (06/15/2015) Corporate Sales Representative, **SEAN MICHOT** (07/28/14) Director of Sales - East



TOP INDUSTRIAL SALESPERSON OF THE YEAR
Jennifer Schearer

Awards the Sales Representative who has the highest weekly sales average for the division that is runner-up to the salesperson that earned the Gold Star award.

Left to right:
JERRY MARTIN (04/20/92) Vice President of Sales and Marketing, **JENNIFER SCHEARER** (08/14/07) Corporate Sales Representative, **TOM WATTS** (09/08/75) President



ANNUAL TOP PRO
Jennifer Schearer

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: **DEAN KILLION** (03/16/95) Senior Director of Sales - West, **JENNIFER SCHEARER** (08/14/07) Corporate Sales Representative, **BILL EVANS** (08/20/07) District Sales Manager.



ANNUAL CLEAN PRO
Rich Perry

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:
RICH PERRY (04/30/07) Senior Account Executive, **MYLES REUKEMA** (01/05/04) Director of Cleanroom Sales.



DISTRICT SALES MANAGER OF THE YEAR
Myles Reukema

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:
MYLES REUKEMA (01/05/04) Director of Cleanroom Sales, **JERRY MARTIN** (04/20/92) Vice President of Sales & Marketing.

2017 ANNUAL SALES CONFERENCE

CONFERENCE HIGHLIGHTS INCLUDE:

- Annual Awards Dinner
- Team Activity
- Key Note Speaker
- 2016 Review / 2017 Goals
- HACCP Program Sales Training
- RLW & Woodbine Product Sales Training
- HOOVERS Training
- PENN Emblem Products Sales Training
- National Accounts – Team Selling
- ASN Update
- SLX Mobile (Infor CRM)



SPEAKERS
JERRY MARTIN (04/20/1992) Vice President of Sales & Marketing Corporate Office and **KEY NOTE SPEAKER: ROB KOSBERG**, Best Seller Publishing - Charting the Course: Sales Force Forward



TOM WATTS
 (09/08/75) President
 Message from the President
 2016 Review / 2017 Goals



PENN EMBLEM PRESENTATION
 Jon Joseph with Penn Emblem
 presenting PENN Emblem Products
 Sales Training.



ATTENDEES IN THE CLEANROOM BREAKOUT SESSION



ATTENDEES ENJOYING LUNCH AND INTERACTIONS.



SALES AWARD DINNER



RLW & WOODBINE PRODUCT SALES TRAINING

2017 ANNUAL SALES CONFERENCE

A SPECIAL *Thank you!* TO ALL OF OUR SPEAKERS AND ATTENDEES



SALES CONFERENCE ATTENDEES



RLW PRODUCT SALES TRAINING
Tom Raffa & Rob Williams, RLW



WOODBINE PRODUCT SALES TRAINING
Ed Svoboda, Woodbine



DIRECT SALES PRESENTATION
Barb Herman, Sanmar, Robert Bossardet (08/23/10) National Direct Sales Account Executive, Eva Cesario (01/09/89) Direct Sales Administrator, Joel Guevarra (07/31/06) ABS Support Specialist



PENN EMBLEM PRODUCTS SALES TRAINING
David Braun, Western Division Sales/Service Director, Randi Blumenthal Joseph, President, Jon Joseph, Senior Vice President of Sales and Business Development, Paul Medina, National Sales Manager



CHARTING THE COURSE: SALES FORCE FORWARD
Jerry Martin (04/20/92) Vice President of Sales & Marketing



NATIONAL ACCOUNTS - TEAM SELLING
Sam Ross (03/20/00) Senior National Account Executive, Robert Bossardet (08/23/10) National Direct Sales Account Executive, Mark Keller (07/14/14) National Account Executive



SLX MOBILE (INFOR CRM) PRESENTATION
Ademar Nunes (05/21/07) System Analyst and Todd Daskal, Blytheco



CLEANROOM SESSION
Stefan Schurter (10/26/92) Senior Vice President



"ADI Product Support Training" left to right: Mike Maloney, Strategic Account Manager, Steve Kallenbach, Chief Marketing Officer, Chris Perez, Strategic Account Sales Support. Special thank you for your talented audio and visual productions. You help make our conference a huge success!

GROWTH-TEAM AKA "G-TEAM"

Regional Route Sales Representatives (RRSR) G-Teamers Announced

The Company is reactivating the G-Team: Regional Route Representatives that run campaigns that focus on selling RLW and Woodbine products to current customers. The G-Team is designed to help train each location, so we increase profitable consumable product sales; increase CSR sales averages and increase co-op sales results. Please help welcome them to the G-Team!



ANTHONY FRUMUSA

Anthony Frumusa (03/02/09) (current District Sales Manager and former G-Team member) is managing the G-team.



ROBERT SUTTER

Robert Sutter (05/25/15) transferred from a Sales & Service Manager position at our Sacramento, Service Center. Robert will be responsible for our Central and Northern California locations (08, 09 & 18), Arizona, New Mexico, Colorado and El Paso, TX locations (21, 22, 26, 30, 45 & 51).



MIKE KELLEY

Mike Kelley (11/25/13) transferred from a Sales & Service Manager position at our Chula Vista, CA Plant. Mike will be responsible for Southern California locations (02, 03, 04, 05, 06, 12, 13 & 17) and the Las Vegas, NV (32) location.



\$19.32 CLUB

PRUDENTIAL RECOGNIZES ITS 2016 \$19.32 CLUB

Congratulations to the Company's \$19.32 CSR 2016 sales average qualifiers!

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



MIGUEL ECHEVARRIA
(12/03/07) Phoenix Plant \$85.02/wk



DOMINIC CHACON
(10/11/10) Phoenix Plant \$66.47/wk



MIGUEL ANTONIO MORALES
(07/08/13) Fresno Plant \$63.11/wk



KYLE WATERS
(09/15/14) Carson Plant \$61.77/wk



ART MAGANA
(10/29/90) Carson Plant \$50.46/wk



JEAN-PIERRE LANDIN
(04/19/06) Indio Service Center \$45.19/wk



OSVALDO BENITEZ
(12/30/13) Irvine Plant \$39.67/wk



CRAIG JORGENSEN
(07/09/12) Fresno Plant \$36.99/wk



SEAN YOUNG
(06/15/04) Fresno Plant \$36.90/wk



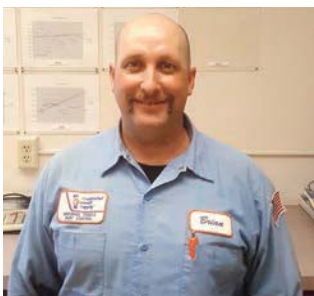
SANTIAGO ALCANTAR
(09/08/14) Tucson Plant \$35.86/wk



MIKE REED
(06/01/93) Riverside Plant \$33.80/wk



RICARDO RODRIGUEZ
(11/25/13) Tucson Plant \$32.51/wk



BRIAN DAVID GONZALES
(09/03/13) Tucson Plant \$31.44/wk



SERGIO SALGADO
(11/26/07) Moorpark Service Center
\$30.33/wk



JUAN MCCRANEY
(12/21/11) Las Vegas Service Center
\$29.72/wk



ALFONSO TREVIZO
(04/20/98) Los Angeles Plant \$29.11/wk



SALVATORE NICOSIA
(02/04/13) Tucson Plant \$28.44/wk



DENNIS BLEISNER
(11/19/01) Milpitas Plant \$27.94/wk



FRANK DIOGOSTINE
(03/28/05) Irvine Plant \$27.51/wk



ALEX DE LA FUENTE
(01/19/09) Tucson Plant \$26.45/wk



ROGER BALDIVIEZ
(05/12/04) Los Angeles Plant \$25.66/wk



JUSTIN NELSON
(04/27/15) Irvine Plant \$25.64/wk



PHILIP LOPEZ
(09/02/14) Irvine Plant \$25.31/wk



ROBERT VILLA
(12/02/08) Moorpark Service Center \$24.69/wk



RENE MORAN
(12/19/05) Los Angeles Plant \$23.11/wk



DUKE SEVILLA
(06/10/96) Milpitas Plant \$21.84/wk



JEFF ROGERS
(07/25/11) Phoenix Plant \$21.60/wk



RENE RUAN
(05/11/09) Phoenix Plant \$21.00/wk



ANTHONY CRENSHAW
(03/20/06) Chula Vista Service Center \$20.95/wk



DAVID NGUYEN
(07/10/06) Phoenix Plant \$20.91/wk



TONY MARTINDALE
(05/29/07) Tucson Plant \$20.88/wk



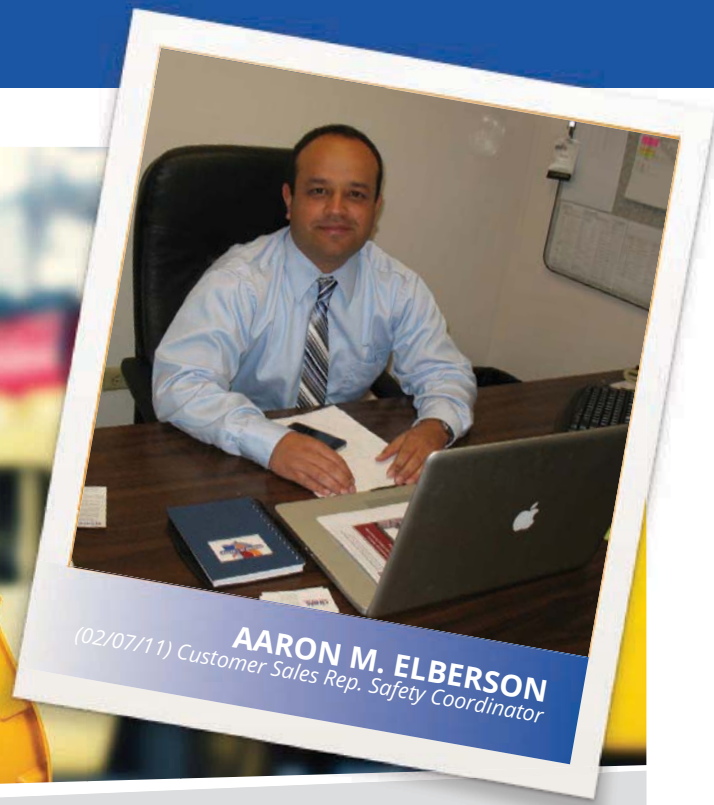
LARRY BAZE
(06/25/12) Fresno Plant \$19.95/wk



PRUDENCIO QUINTANA JR.
(04/27/12) Irvine Plant \$19.69/wk



JULIO CESAR CONTRERAS
(12/23/13) Phoenix Plant \$19.44/wk



KEEPING SAFETY FUN

In the corporate safety department, we like to share with the rest of the company great ideas that come from our plant's and service center's safety committees.

In 2016 the Riverside plant ran a safety contest with a fantasy football theme to increase plant participation, eliminate risks, conduct training and, more importantly, have fun! The plant was divided into teams with the same structure as a safety committee: A sponsor, Chair, Co-Chair, Recorder, and members. Each team chose a pro NFL team to represent them. A total of eight teams competed against each other by completing several safety projects in and around the plant. The contest ran from November 2016 through February 2017. Each Team met for 30 minutes a week to discuss safety and complete projects. Meeting times were also spent decorating their boards and completing audits, incident investigations, and training. Each team completed projects to earn yards. When a team earned 100 yards, they earned 7 points. A score board was kept to track each team's progress. Teams who scored the minimum required points earned a POS football jersey with the employee's name and year they were hired represented in their jersey number.

A Super Bowl party was held at the end of the contest to Crown a Champion and Runner-Up. The victorious team was the Vikings! Their members consisted of:

Sergio Lopez (07/24/06) Sales & Service Manager,
Francisco Olguin (08/08/80) Janitor,
Roberto Hernandez (04/13/16) Production,
Terry Panowicz (05/17/10) Maintenance Mechanic,
Adriana Ureta (10/07/96) Production,
Alyssa Blanchard (09/06/16) Office Clerk,
Elisa Hernandez (02/17/03) Production,
Tony Jenchi (10/05/16) Production,
Madison Pernia (07/14/14) Office Clerk.

Congratulations again Vikings for all your hard work!

The safety department reminds all locations that the safety process is yours to customize. Always look for ways to increase plant participation, be open to fresh and creative ideas, reward those who participate and rise above expectations, and as always...have fun!



Milpitas Cleanroom Plant reached 3 Years without an incident on March, 14th, 2017!



Safety Super Bowl Runners-up - Rams from the Riverside Plant



Safety Super Bowl Champions - Vikings from the Riverside Plant

MEETING

SALES & SERVICE MANAGERS MEETING



SALES & SERVICE MANAGERS MEETING
March 6-9, 2017

Left to right:

MARC O'LEARY (12/07/77) Vice President Cleanroom Operations, Corporate Office,
JOE SYNER (12/07/15) Service Center Manager, Beckley Service Center,
MONTRELL CUNNINGHAM (06/01/15) Senior Sales & Service Manager, Greenville Service Center,
HOMER ISSACS (12/07/15) Service Center Manager, Raleigh Service Center,
AIDAN KARNES (06/01/15) Service Center Manager, Winchester Service Center,
DAN PRILLAMAN (10/26/15) Sales & Service Manager, Colonial Heights Plant,
CHRIS WELCH (12/14/95) Vice President of Industrial Operations, Corporate Office,
ANTONIO PEREZ (12/07/15) Sales & Service Manager, Atlanta Service Center,
RON BAUBLITZ (09/19/94) General Manager, Colonial Heights Plant,
JON DENIS (02/17/14) Sales & Service Manager, Boston Service Center
MARK ELBERSON (02/16/88) General Manager, Corporate Office.

TRAINING PROGRAM

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

RALEIGH - PSS SESSION 20



DEAN KILLION (03/16/95) Senior Director of Sales, Corporate Office
CECIL BERNARD (01/02/17) Corporate Sales Representative,
Winchester Service Center,
DANNY FRANCO (10/14/15) Sales & Service Manager, Albuquerque Plant,
CHRISTIAN DANIELS (11/15/16) MPTP Corporate Office,
MARANDA ROBBINS (03/06/17) Corporate Sales Representative,
Atlanta Service Center,
JENNIFER BRYANT (03/13/17) Corporate Sales Representative,
Greenville Service Center,
BILL EVANS (08/20/07) District Sales Manager, Corporate Office.



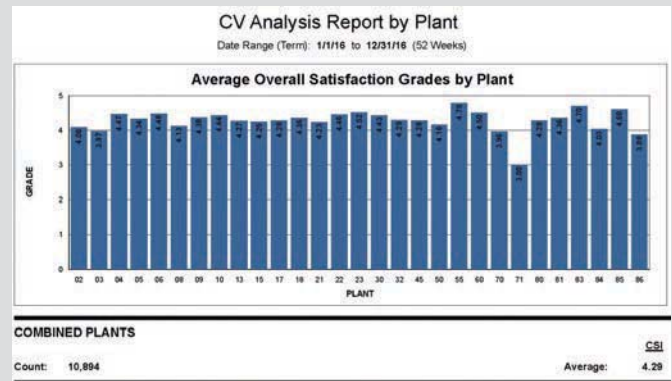
PSS TRAINING IN SESSION.

POS RELEASES 2016 CUSTOMER SATISFACTION SCORE

Prudential Overall Supply, an industry leader in reusable image work apparel and related textiles, today announced its 2016 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 the year 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 10,894 face to face Customer Visitations, Prudential achieved a CSI rating of 4.29 on a 5-point scale increasing from a 4.26 the previous year. The Company remains committed to improving on this rating in 2017.



PCS MAINTAINS ISO 9001:2008 CERTIFICATION



Prudential Cleanroom Services, a world leader in cleanroom laundry service systems, today announced that it has completed its surveillance audits for ISO 9001:2008 through TUV SUD America, Inc. Prudential has implemented a Quality Management System in accordance with: ISO 9001:2008. This certification applies to Prudential's corporate headquarters and its national network of six cleanroom laundry processing facilities located in Los Angeles and Milpitas, CA; Mesa, AZ; Austin, TX; Richmond, VA; Portland, OR; and the company's Distribution Center in Cerritos, CA. The scope of this Quality Management System includes providing cleanroom apparel and other contamination control products and services for use in controlled environments.

"This year's audits included the Austin, TX processing plant becoming the first plant to bring its industrial process under the ISO Management System, and the first certification for the Distribution Center in Cerritos, CA. Prudential is looking forward moving to the ISO 9001:2015 standard in 2018," states Dianne Knitter, Director of Quality Assurance at Prudential.

"The entire organization is extremely proud of the cleanroom division's ISO 9001:2008 certification, and our first certification for our Distribution Center. This reinforces Prudential's ongoing commitment to providing Best-in-Class quality products and services," comments Tom Watts, President of Prudential Overall Supply.

The Company's Quality Management System received its initial certificate of registration to ISO 9000:1994 in March 2000.

CLEAN WATER SERVICES AWARDS



Clean Water Services held its fourth annual Industrial Partners Pretreatment Awards ceremony on April 5, 2017. The event, held at the Hillsboro Public Library, honored 40 industrial permittees from throughout Washington County who had perfect compliance records for 2016, including Prudential Cleanroom Services. The honored companies met or exceeded discharge permit requirements that included reporting responsibilities, discharge flow limits and permit sampling parameters throughout the year. The companies awarded this honor included manufacturers of everything from shopping bags and printing ink, to circuit boards and solar voltaic cells, as well as industries engaged in waste disposal, biomedical research and other activities which require meticulous attention to environmental impacts. The diligence of these industries complements the efforts of the greater Washington County community to act as responsible stewards of the Tualatin River Watershed. Clean Water Services applauds their achievements.

NEW ASSIGNMENTS & PROMOTIONS ...



JOHN THOMPSON (02/16/93) has accepted the position of Senior Vice President and Chief Financial Officer of Prudential Overall Supply. John has over 23 years with Prudential and has been an invaluable member of the Executive group. John's financial background has enabled us to grow and finance the company without the need for outside resources, as well as to withstand a constant barrage of IRS, State and sales tax audits without any penalties or other issues. John was instrumental in our successful defense of a Federal IRS tax case a few years ago, saving the company many millions of dollars. We are excited to have him take on additional responsibilities within the company.



JANA (YANNA) COMER (01/16/17) will be replacing John as Vice President of Finance. Jana is a CPA with over ten years of Public Accounting experience. She most recently worked at Squar Milner as a Senior Manager in the audit department. Jana is a graduate of California State University, Fullerton and earned a Bachelor of Arts in Business Administration, Accounting Concentration. In her role as a Senior Audit Manager, Jana utilized her strong technical and analytical skills in serving a broad range of public and private companies in many diverse industries. Her job duties also included Staff Management, Training and Development, Hiring and Recruiting and Career Advisory and Mentoring. Jana is a Certified Public Accountant, a member of the American Institute of CPAs, and a member of the California Society of CPAs.



MARC RYAN (07/06/09)

In order to continue to strengthen our Cleanroom support for the plants, we're realigning the structure and adding additional resources effective immediately:

Marc Ryan will transfer from the east coast and move back to his native Northern California. Marc will assume personal leadership of the Milpitas Cleanroom, oversee the Portland Cleanroom along with our Idaho business, support Phillip Kramer and be responsible to support the sales activities in the Northwest and Canada.

Joe Sharma, after his many highly successful years running the Milpitas Cleanroom, supporting the new Portland Cleanroom opening, establishing a successful team in both locations and earning numerous Outstanding Achievement Awards, is being recognized and promoted to new responsibilities. Joe will assume oversight of plants 15, 23/30, 50/54, 70, 71 & 75. Joe is also moving his family back to Southern California where both he and his wife have family.

Both gentlemen will be regional directors and report to Marc O'Leary, who still reports to Stefan Schurter. Joe will have region 1 and Marc Ryan will have region 5. Congratulations to these gentlemen for jobs well done and we're looking forward to their continued success in their new jobs.



JOE SHARMA (09/04/06)



MARK ELBERSON (02/16/88) has agreed to utilize his considerable operational knowledge and expertise and take on the duties of bringing us into compliance with HAACP regulations, get us started in our efforts at becoming ISO certified in the Industrial division, assume training for the Sales & Service team members, help get route to success updated and implemented, as well as many more tasks. We appreciate his willingness to leave Riverside to take on these critical duties.



JON LOCKE (08/09/04) will be filling Mark's position in Riverside. Jon has gained experience in a number of smaller plants and since finishing his Master's Program, he is ready to take on the largest plant in the Industrial division. We know Jon will bring his many lessons learned to Riverside and help them with their contributions to the organization.



NICOLE PALMER (08/19/09) has been promoted to Regional Manager at the Corporate Office. Nicole started as a Corporate Sales Representative in the Irvine plant and within 6 months she moved to the service department as a Sales and Service Manager, managing 8 routes with a Route Manager. Within 18 months she was promoted to a GM Trainee before packing up and moving to Fresno to take over the GM role there. In 5 years, she and her team added 4 routes to the Fresno market, took on Moorpark and Sacramento's processing and logistics, increased retention and route sales substantially and took home two Outstanding Achievement Awards. Before coming to Prudential, Nicole owned and operated a 75-truck multi-location plumbing company that was a major account for Prudential, giving her a unique perspective as a former customer.



CHRIS FRANCO (02/14/11) has been promoted to General Manager in Fresno. Chris was born and raised in Fresno. He came to us from the printing industry where he worked for a local company for over 25 years. He started as a Sales & Service Manager and was named SSM of the year last year. He was promoted to Sr. Sales & Service Manager this year and spent over 20 weeks in Sacramento helping that team. Chris has been instrumental in the success in Fresno, moving swiftly between service and production departments when a vacancy presented itself, twice having to run production. Chris has been married for 24 years, has two sons and two daughters, one of which just got married this year. He's a huge Giant's fan and enjoys visiting his daughter in San Francisco and will be visiting his son when he moves to Portland in a few months.



JAIME MIRAMONTES (09/25/06) has accepted the responsibility of General Manager at the Irvine plant. Jaime graduated from U.C. Santa Barbara with a BA in History & joined Prudential as a management trainee in September 2006. After completing his year-long training program, Jaime was assigned to the Cerritos plant as a Sales & Service Manager trainee. In December 2007, he was promoted to Sales & Service Manager in our Carson facility and learned the various job functions under the tutelage of Ron Baublitz. In April 2015, Jaime was promoted to Asst. General Manager at the Chula Vista facility. Married with his first child just born, Jaime will be an excellent addition to the Irvine team.



SEAN MICHOT (07/28/14) has been promoted to Regional Director of Sales. Sean will retain his DSM responsibilities for San Antonio. The two East Coast DSM's, Mike Borgos and Rodney Honeycutt will report into Sean's Regional Director group (55, 80, 81, 83, 84, 85 & 86). P55 operational management will report into P50. We wish Sean the best as he adds strength to the Company's pursuit to accelerate industrial growth throughout our East Coast locations.



ROBERT BOSSARDET (08/23/10) transferred from his District Sales Manager position into the National Direct Sales Account Executive position effective 02/06/17. This position will focus on increasing the Company's direct sales business. Prior to joining Prudential as a CoSR at our Tucson location, Robert held various sales & management positions for a national competitor. While there, Robert achieved great success & experience as a senior national account executive where he secured many national account contracts for rental & direct sales customers. We are happy to have Robert's experience & energy to tackle this new assignment, & help us grow our direct sales business. The position is based out of corporate office. The position will support all locations requiring industrial direct sale products to major & national account customers & prospects.



NEW ASSIGNMENTS & PROMOTIONS ...



BRYAN HAYASHI (07/22/13) has been promoted to the service team as the new Sales and Service Manager in Vista. Bryan started his Prudential career in July 2013 as a utility CSR in Chula Vista. In a quick year Bryan was promoted to Route Manager and then garment coordinator at the San Diego Zoo and Safari Park. Bryan is a San Diego State graduate and earned his bachelor's degree in communications. He was born and raised in Oceanside, California. In his free time he enjoys spending time with his girlfriend Christine, exercising and working with computers.



JEREMY WALKER (04/11/16) has been promoted to Sales and Service Manager at the Mesa plant. Jeremy joined Prudential as an MPTP in April 2016 at plant 23. Jeremy grew up in Flint, Michigan as the youngest of two brothers. He went to college at Ferris State University in Big Rapids, Michigan, where he earned a degree in Business Administration. He moved out to Arizona at the beginning of 2016. In his free time he enjoys playing basketball, lifting weights, and hanging out with friends and family.



LEO HOYOS (12/01/03) has been promoted to Sales & Service manager at the Tucson plant. Leo was hired as a CSR in February 2003 and excelled on the route earning a promotion to Route Manager in November 2007. With his exceptional skills Leo has been utilized by several plants that needed help training new CSRs. He is instrumental in our safety process as he serves as the champion on the safety committee. Leo has been married to Jasmine for 13 years and they have 4 children. He is an avid Raider fan and enjoys playing basketball on the weekend. Leo and his family enjoy vacationing in Southern California.



DAN PRILLAMAN (10/26/15) has been promoted to Sales & Service Manager at Colonial Heights, VA. Dan started with Prudential Overall Supply in October 2015 as a MPTP. He completed most of his MPTP training in our Richmond, VA Cleanroom Plant. He has shown great leadership and drive while concluding his training in the Colonial Heights, VA Plant. Dan is from Virginia. He graduated from James Madison University in 2015 with a BS in Health Administration and a minor in Business. He is an all-around Miami fan (Heat, Dolphins and Marlins). Some of his hobbies in his spare time include weight lifting, basketball, hanging with friends and family and his newest interest, skiing! Dan is an active fusion analyst in the Air Force Reserves.



ALFREDO DOMINGUEZ (05/11/12) was hired as the Sales & Service Manager for the Indio Service Center.



ROBERT RAMIREZ (06/27/16) has been promoted to Sales and Service Manager at the Carson Plant. Robert was hired as an MPTP earlier in the year due to his background in customer service and proven leadership ability. He began his route training in Irvine and was then transferred to Carson to continue his management training. During his time in Carson Robert has shown dedication and a willingness to learn, lead and contribute. Robert earned the Sales and Service Manager position and will be taking over District 1. In his free time Robert loves to spend time with his Fiancé Irene and their daughter Alynna, who will be 2 in April.



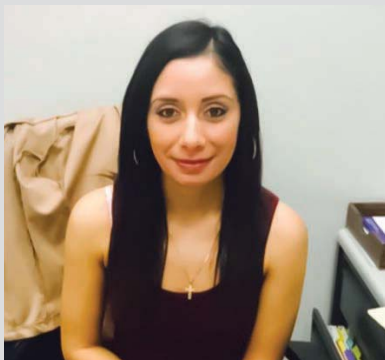
CARLOS RODRIGUEZ (01/18/99) has accepted the position of Plant Manager Trainee for the Tucson plant where he will receive the outstanding training and guidance required from one of our company's best Plant Managers, Desi Toler. Carlos began his career at Prudential as a CSR in January 1999 where he excelled in all phases of the position & quickly earned a promotion to Route Manager in September 2000. Over the last 16 years as a Route Manger and Sales & Service Manager, Carlos has displayed exceptional leadership skills, outstanding customer & employee relations, and an undying commitment to the betterment of our Tucson organization. During his career with us, Carlos has played an integral, unselfish role in the promotion of 5 leaders for the company and 45% revenue growth of the Tucson operation. We are confident that Carlos will bring the same strengths and passion to our production effort.



SANTIAGO ALCANTAR (09/08/14) was promoted to Route Manager on 11/07/16 in our El Paso Service center.



LARRY BAZE (06/25/12) has been promoted to Route Manager in Fresno. Larry has proven to be a very valuable member of the CSR team, coming off his 2nd year in a row as a \$19.32 club member. We are very excited to have Larry a part of the management team here in Fresno and we have every confidence he will continue to be a valuable asset in his new role. Please join me in welcoming Larry Baze to the Prudential Management team.



BLANCA LOPEZ (12/11/12) has been promoted to Office Manager for Milpitas & Portland Cleanrooms (Plant 10 & Plant 60). Blanca is a San Jose native, and enjoys all that the Bay Area has to offer in regards to the beautiful weather and the outdoors. She loves to hike, run and Zumba. She also loves spicy food, "The spicier- the better". Blanca has a BA in Social Work, and is currently working on her MA. Blanca has been on the Prudential Team since 2012, during which time she has supported the Milpitas Cleanroom Plant, Milpitas Industrial Plant, Sacramento Service Center, and the Portland Cleanroom Plant as Office Clerk. For the last 3 years Blanca has been the Office Clerk for Milpitas Cleanroom and Portland Cleanroom. She will continue to support both plants as the Office Manager.



DIANNA TOWNSEND (11/13/15) was hired as an Office Clerk and has been promoted to Office Manager at the Chula Vista Service Center.



EMPLOYEE FAMILY RECOGNITION

CELEBRATING FAMILY ACCOMPLISHMENTS!

With great pride we showcase the following section to our employees and their families. Our sincere congratulations to all of them for their hard work and dedication in accomplishing their goals.



MARIA ESTRADA (09/08/05) Mender at the Austin Cleanroom Plant, is a proud parent of Karina Estrada who will graduate from Texas State University-San Marcos, Texas on Dec. 2017 with a BSRA-Recreational Admin and a concentration in Therapeutic Recreation and a minor in Psychology.



ESPERANZA RODRIGUEZ (11/25/03) Folder at the Austin Cleanroom Plant, is a proud parent of Gladys Esperanza who graduated from Benemerita Universidad Autonoma de Puebla in December 2001 with a BA in Accounting. Proud parent of Melissa Rodriguez graduated from Texas State University in May 2007 with a BA in International Studies.



LINDA PILGRIM (02/25/04) Office Manager at the Austin Cleanroom Plant who is a proud parent of Roberta Pilgrim (08/07/15, Cleanroom Off Site Garment Coordinator) who graduated college in August 2015 from Austin Community with an Associates degree in Game Design.



HERBERT GUTIERREZ (06/30/14) Maintenance Supervisor, Austin Cleanroom Plant is a proud parent of Herbert Gutierrez Jr. who graduated from the University of Texas in May 2016 with a degree in Biology. He also has children enrolled in college: Diego Gutierrez in University of Texas studying Aerospace Engineering and Victor Gutierrez studying General Studies.

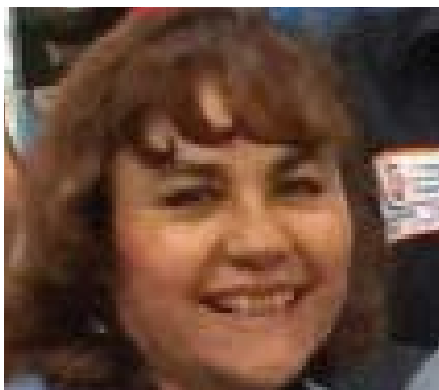


MARIA LUISA EQUIHUA (08/25/14) Laundry Worker at the Fresno Plant, daughter Lesly Angeles made the Deans List at Spartan College of aeronautics and technology.

EMPLOYEE FAMILY RECOGNITION



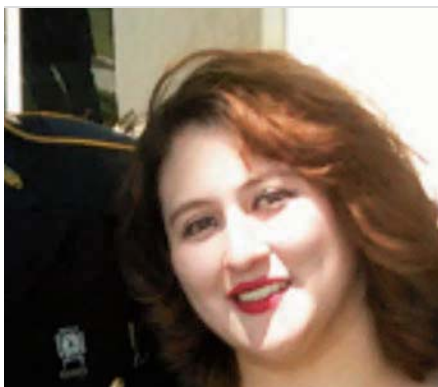
SHAYLENDRA NAIR (12/01/97) Plant Manager at the Carson Plant. Shalen Nair and his wife are the proud parents of Shane Nair who Graduated with a Masters in Business Administration from Cal State Sacramento on February 17, 2017.



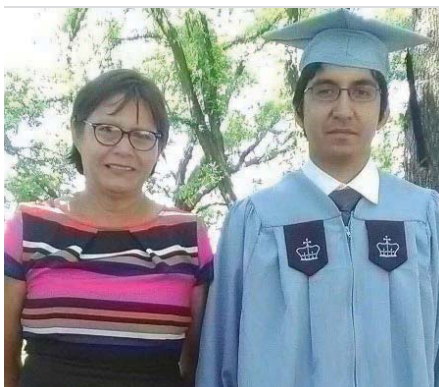
SUSANNA PEREZ (05/11/98) Quality Auditor at the Vista Plant. She has two sons that are currently serving in the US Armed Forces. Her Son, Edgar Guzman is a Sergeant in the Marine Corps Reserves and is currently working on his certification to be a Firefighter/Paramedic. Her other Son, Cesar Guzman is a Specialist in the US Army. He is currently stationed in Fort Lewis, Washington where he serves as a Military Policeman.



IRMA SERRANO (09/05/86) Production at the Carson Plant. Daisy Cornejo daughter of Irma Serrano graduated from California State University of Long Beach with a Bachelor of Science in Business Management in 2014. Right after graduation she began working for a Home Décor Business as a Sales Coordinator and has now moved on to work for Johnson & Johnson Vision. With the immense support of family, in particular her mother Irma, she has achieved this milestone and is looking forward to more accomplishments.



PRISCILLA VALENCIA (01/21/08) Accounts Receivables Clerk at the Tucson Plant is the proud parent of her daughter America Valencia, who received her Associate of Arts-Liberal Arts degree from Pima Community College in December 2016. She will be transferring to the University of Arizona this fall to continue her education towards her Bachelors Degree in Education, focusing on Deaf Studies.



MARGARITA GUEVARA (03/23/09) Linen Department at the Vista Plant. Her Son, James Guevara was accepted to attend Columbia University in New York on a full academic scholarship back in 2009. He received his Bachelor's Degree in Electrical Engineering in May 2013 after which he joined the workforce. He later began to pursue his Master's Degree and Returned to Columbia University where he is set to graduate summer 2017.



ARACELI GONZALEZ (01/12/05) Distribution at the Vista Plant. She has a daughter named Yesenia Gonzalez who has been accepted to study at San Diego State University starting the fall semester of 2017. She will be majoring in Geography, Human Geography and Global Studies.

EMPLOYEE FAMILY RECOGNITION



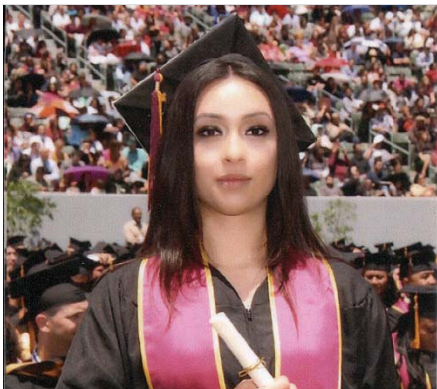
ZEFERINA HERRERA (02/14/00) Production Employee at the Carson Plant. Her son Martin Herrera graduated from Cal State Long Beach with Master of Accountant Business Administration in December 2016.



ZEFERINA HERRERA (02/14/00) Production Employee at the Carson plant has a daughter Ana Laura Herrera who graduated from The University of Texas, Health Science Center at Houston with a Master of Public Health on May 11, 2015



ZEFERINA HERRERA (02/14/00) Production Employee at the Carson Plant has a son Angel David Herrera who graduated from High School and is now attending Cerritos College for Mechanical Engineer



ELIDIA VARGAS (08/14/06) Production Employee at the Carson Plant has a daughter Evelyn Jaime who graduated with Honors in Human Resources Management from Cal State Dominguez Hills in May 2015.



DIANNA TOWNSEND (11/13/15) Office Manager at the Chula Vista Plant. Isabella Marie, Dianna Townsend's daughter, won first place in the Onslow County Science Fair in Jacksonville North Carolina.



DESI TOLER (10/12/88) Plant Manager at the Tucson Plant has a daughter Cassie Barbeau who received her BAS in Nutrition Science on February 27, 2017. Cassie lives with her family in Steamboat Rock, Iowa.



AMELIA FELIX (09/04/92) Production Employee at the Tucson Plant. Amelia's daughter, Melissa M Felix, graduated from Empire Cosmetology School on August 21, 2016.



MAJOR SANGHA (10/10/1990) Line Driver for the Fresno Plant and Tarsem Kaur. are the proud parents of their daughter Amanpreet Kaur Gill who graduated with a degree in Master of Arts in Education - Curriculum and Instruction Option.



TERRY PANOWICZ (05/17/10) Maintenance Mechanic and his wife Valerie are happy that their son Michael Panowicz graduated from UCLA June, 2016. He is now a doctor working for Kaiser.

EMPLOYEE FAMILY RECOGNITION



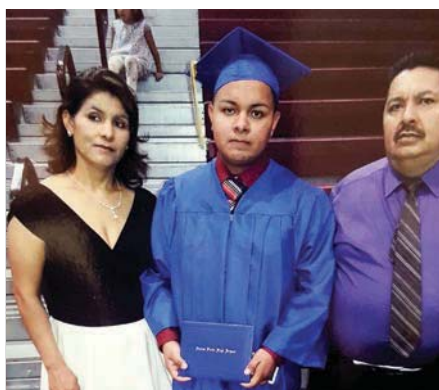
ELVA LOPEZ (04/30/01) Distribution and her husband are happy that their daughter Denise Lopez graduated with her Associates's Degree in Social Sciences from Riverside City College and a Bachelor of Arts Degree in Sociology from the University of California, Santa Barbara. She holds a position with the California State Senate as the District representative for State Senator Richard D. Roth. Denise plans to obtain a Master's Degree in Public Administration and aspires to continue making a difference in the public service sector.



FRANCISCO OLGUIN (08/08/80) Janitor at the Riverside Plant, daughter Sonia Olguin graduated from California Baptist University in May 2012 with a Bachelors Degree in Graphic Design and Digital Media.



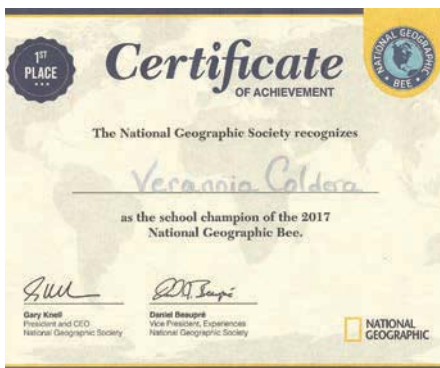
FRANCISCO OLGUIN (08/08/80) Janitor at the Riverside Plant, son Giovanni Olguin graduated from California State Polytechnic University in Pomona in June 2010 with a Bachelors Degree in Graphic Design.



MARISELA RAMIREZ (09/08/97) Presser at the Riverside Plant and her husband are proud of their son, Gilberto Ramirez who graduated from Patriot High School in 2013 and is currently in college to become a Civil Engineer.



MARISELA RAMIREZ (09/08/97) Presser at the Riverside Plant and her husband are proud of their daughter, Arely Ramirez who graduated from Patriot High School in 2011 and also graduated at West Tech College in 2012 and is now a Medical Assistant.



VERONICA CALDERA (08/22/11) Distribution Department at Prudential's Mesa Cleanroom facility. Her daughter Verannia has earned several awards including recognition for "Fairness" and "Trustworthiness". Mom is very proud of all these character recognitions and Verannia's First Place award in the National Geographic Bee. Congratulations Verannia and thank you for letting us share in your amazing accomplishments. We take great pride when our employee's children attain great things and this recognition is well deserving of recognition to you!



NATALIA CABRERA (04/09/97) Janitor at the Carson Plant has proudly worked at Prudential Overall Supply and she has 3 daughters who are successful college graduates today.

Julissa is her oldest daughter. She earned a Bachelor of Science degree in Business Administration from California State University Long Beach in 2005. She currently works as a Senior Digital Marketing Strategist for Toyota Motor Sales, USA in Torrance CA.

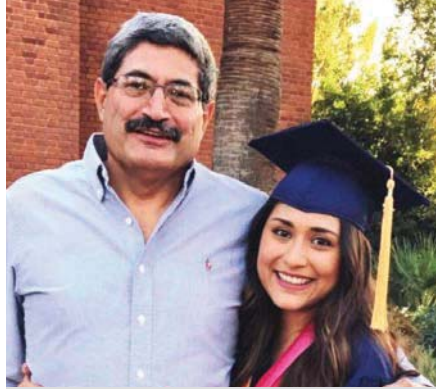
Marissa earned a Bachelor of Journalism from the University of Missouri in 2005. Currently, she is a News Producer at KPBS Television and Radio in San Diego, CA.

Claudia is the youngest daughter and earned a Bachelor's degree in Physiological Science and a minor degree in Spanish language in 2009 at UCLA. She also earned a Master's degree in Global Health at USC in 2011. Claudia is currently on her 3rd year of medical school at Loyola University in Chicago, pursuing an MD degree.

EMPLOYEE FAMILY RECOGNITION



MARIA BENITEZ (11/15/04) Distribution at the Vista Plant. She has a son named Cesar Benitez who graduated from San Jose State University in December 2016 with a Bachelor of Arts in Radio-Television-Film and a minor in Advertising.



JOSE F. TAMAYO (07/15/85) Maintenance Supervisor at the Tucson Plant. Michelle Tamayo, daughter of Fernando, graduated from The University of Arizona College of Nursing, Magna Cum Laude, December 15, 2016. Currently working at Ronald Reagan UCLA Medical Center at the Thoracic Cardio ICU. BEAR DOWN.



MARIA CAMARA (08/20/12) Soil Sort at the Austin Cleanroom Plant, has three children in college. Ana Camara graduated from Texas State University in Dec. 2016. Johnny Camara is attending Texas State University and will graduate in May 2018. Eduardo Camara is attending Texas Tech University and will graduate in May 2018.

Tuition Reimbursement Reminder

Purpose:

People are our most important asset. As part of our Mission Statement, we are committed to excellence in "Developing all employees to achieve their full potential." The Tuition Reimbursement Program assists individual employees in their development.

- Must be full time employee
- Employees scheduled to work 30 hours or more per week are considered full time employees for the purpose of this policy.
- Must have six months continuous employment prior to the start of the course or training.

Eligible Expenses:

- Tuition fees, registration, enrollment fee, books, materials, etc.

Dollar Limit:

- There is a limit of \$4,000 per year.

Encouragement:

- Employees should be encouraged to take classes or tests for high school graduation or the GED.
- Employees should be encouraged to take English as a Second Language classes.

Advance Approval Required:

- The employee must apply to the General Manager and have the application to the Vice President of Human Resources at the Corporate Office at least two weeks prior to the first day of any course or training.

Application:

- Complete Application for Tuition Reimbursement, Form 10064.
- Refer to CPP 24.10 for full details.



...AND SO THE NAME BEGINS...MOORFRESMENTO TEAM!
 Moorpark (Moor) Fresno (Fres) Sacramento (mento)



The service team at the Los Angeles Cleanroom Plant went to a team building event. It is an escape room where they have to work together as a team to solve how to get out of a room.



PERFECT ATTENDANCE - PLANT 50
 Austin Cleanroom Plant celebrates perfect attendance with a lunch at a steak restaurant.



JOE PERRY, (08/25/08) Assistant General Manager at the Moorpark Plant was able to recruit two Moorpark Customer Sales Representatives, **JOSE MARTINEZ** (10/01/2013) and **JESUS MORALES** (04/18/16) with our Spartan Fat Man shirts.

This was a great team building activity testing physical and mental challenges. The race was a Spartan Sprint that was 4.9 miles with 20 obstacles.

This race Joe earned his 3 time Trifecta completing 3 Sprints, 3 Supers and 3 Beast in one year.

AROO!



TOP PRO AWARD From right to left:
JON LOCKE (08/09/04) then General Manager, Irvine Plant,
MIKE RAY (08/06/07) Corporate Sales Representative and
ANTHONY FRUMUSA (03/02/09) District Sales Manager.



IN MEMORIAM

In Memory of
RAUL BENITEZ

HIRED: (07/27/90)

Raul Benitez passed away on 03/15/17. He was with the company from July 27, 1990 to March 15, 2017.

RETIREMENTS *Congrats!*



LEE TERRY (05/09/88) retired in January after 28 dedicated years with Prudential Overall Supply as the Environmental & Safety Director at the Corporate Office. However, he will be staying on in a consulting role and also helping out with the transition of the incoming Manager. Congratulations Lee and thank you for your many contributions and keeping us compliant over the years!

JORGE SOTOLONGO (11/13/78) retired in February after 38 dedicated and wonderful years with Prudential Overall Supply as the Senior System Analyst. Congratulations Jorge and thank you for your many contributions over the years!

KATHY IVESTER (05/23/88) retired from the Company effective April 18, 2017. As Accounts Receivable Manager Kathy has overseen the timely and efficient application of thousands of customer checks each day. Kathy has been a dedicated and conscientious Prudential employee for over 28 years. Please join us in wishing her well in this next stage of her life.

BIRTHDAY CELEBRATED AT FRESNO PLANT



FRESNO TEAM CELEBRATES

Office team at the Fresno Plant celebrating General Manager Chris Franco's birthday.



CORPORATE RETIREES VISITED AT THE CHRISTMAS LUNCHEON!

ANNIVERSARIES

Congrats!



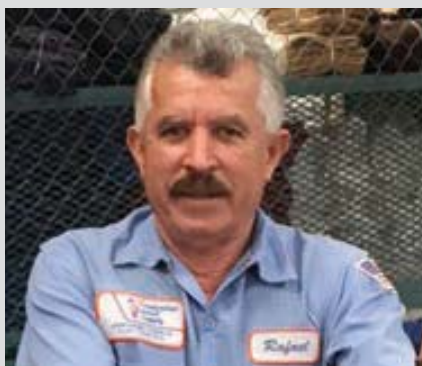
ROSA FIGUEROA (11/05/86)
Production, Los Angeles Cleanroom
30 Year Anniversary



ELPIDIA VERDUZCO (03/07/77) Production
Supervisor, Los Angeles Cleanroom
40 year Anniversary



JERRY MARTIN (04/20/92)
Vice President of Sales & Marketing,
Corporate Office
25 Year Anniversary



RAFAEL GONSALEZ (09/14/92) AOE,
Moorpark Plant
25 Year Anniversary



KEITH CASE (09/09/02)
Customer Sales Representative,
Moorpark Plant
15 Year Anniversary



JAIME MEDRANO (11/05/02)
Customer Sales Representative,
Moorpark Plant
15 Year Anniversary



SERGIO SALGADO (11/26/07)
Customer Sales Representative,
Moorpark Plant
10 Year Anniversary

NEW BABIES



*Baby Sedona has finally arrived
and she wants to thank you for all
the thoughtful and generous gifts
you've given her. Your friendly faces
made Mommy's day special.*

Sedona Williams

♥
Born January 24th, 2017

♥
Weighs 6lbs 9oz



LUIS HERRERA
(08/29/2016)
Office Clerk at the Fresno
Plant became a proud
parent of David, last year!



ASHLEY CARROLL (05/14/2007)
Key Account Manager at the
Corporate Office delivered her
baby girl earlier this year.

PRUDENTIAL CELEBRATES 85TH ANNIVERSARY



Prudential Overall Supply, an industry leader in reusable image work apparel and related textiles, is celebrating its 85th anniversary. Founded by John D Clark in 1932, Prudential has grown from a one man operation to a national brand serving customers throughout North America.

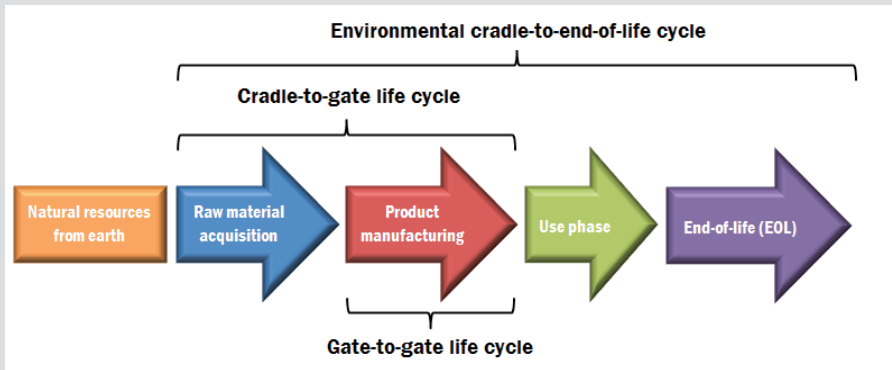
Prudential's second generation owner and Chairman of the Board, Dan Clark comments, "I know my dad (John D Clark) would be very proud that what he started now consists of locations throughout the United States and Puerto Rico. From tiny acorns to giant oaks; this is truly a story of Prudential people working together to accomplish goals."

REUSABLE CLEANROOM COVERALLS - IMPROVING THE SUSTAINABILITY SCORECARD

Cleanroom coveralls are an essential component in facilities for the bioprocessing, life sciences, and semiconductor sectors. By simply adopting reusable garments, the cleanroom facilities can add directly to their sustainability score sheet in the areas of lower energy, improved water footprint, and landfill reductions.

The life cycle study reported herein provides information for use in sustainability scorecards. However, with recent revisions of USP 797, and pending implementation of USP 800 in 2018, cleanroom coveralls are expanding in use to meet sterility and chemical control guidelines. New uses for these coveralls include a variety of compounding facilities (such as for pharmaceuticals that are hazardous, used in radiopharmacology, allergen extracts, and ancillary storage facilities) and many hospital pharmacies. These new markets can achieve the desired product and patient protection and also meet sustainability and environmental improvement goals, based on this new life cycle study.

Find out more by going to our Press Release Page on our website.



PRUDENTIAL CLEANROOM SERVICES ACQUIRES MSR-FSR'S U.S. CLEANROOM LAUNDRY OPERATIONS

Prudential Cleanroom Services, a world leader in cleanroom laundry service systems, today announced that it has acquired MSR-FSR's United States cleanroom laundry operations.

Tom Watts, President of Prudential Overall Supply, says, "We are excited to offer MSR-FSR's customers the best possible service experience. The depth and experience of our production and service teams along with our product and service offering will help us meet this goal."

Mr. Watts continued, "by being a conservatively held and debt free Company, it has put Prudential in a position to execute strategic acquisition opportunities that provide our customers with world class service."

APPAREL SERVICES NETWORK UPDATES ITS WEBSITE

Apparel Services Network (ASN) an industry leader in image apparel national account service programs, announced it has updated its website: www.ApparelServicesNetwork.com

Website updates include: rental products catalog, clean green initiatives, associations, news and media, locations page, join ASN and much more.

ASN's mission aligns with its Affiliate Member Companies' core values; ASN is concerned with customer loyalty and satisfaction earned by exceeding expectations through inspired people committed to the pursuit of excellence, and relationships based on trust, honesty and integrity.

The ASN offering highlights include:

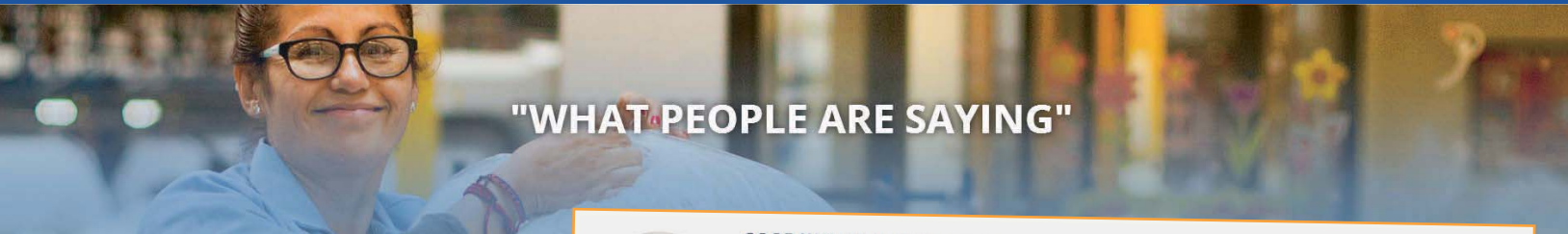
- National account coverage with localized attention and nationalized reporting systems.
- Advanced inventory control.
- Just-in-time repair system.
- State-of-the-art laundry processing facilities.
- National account management team.
- Personalized customer communications.
- Transition Management Team.
- Service Guarantee.

Visit ApparelServicesNetwork.com to learn more.

ASN Affiliate Member Companies:



CUSTOMER TESTIMONIALS



"WHAT PEOPLE ARE SAYING"

Your voice is important to us. Clients across the nation have sent their stories to let us know how we're taking care of them. Share your story too on our website!

PrudentialUniforms.com/about/testimonials



GOOD WORDS ABOUT OUR RETIRING DRIVER CALVIN BILLINGS

"Good Morning Prudential , My name is Ruben Flores the owner of A-1 Spring Service in Oakland Ca and have been with Prudential for over 40 years. We can't say enough good words about our retiring driver Calvin Billings who has been the face of your company . He has taken great care of us and has set the bar high . We wish him well and good health in his retirement. We look forward to working with our new driver Tony as well as your Company for years to come . Thank You and all your crew !"

- RUBEN FLORES, OWNER, A-1 SPRING SERVICE, OAKLAND, CA

NEWEST TESTIMONIALS:

"Hi Stacey – just a shout out to Paul Armijo and his service to us here at Fleet Services – Sandia National Laboratories.

In this current day and age we witness things great and small, thing good and downright terrible, I wanted to pass along a story concerning your employee Paul Armijo.

First of all he continually gives us superior service and for that we ARE grateful, we can be a lot to handle!

Secondly and more specifically he came to me today with a leather-man tool in hand (as you know these are not cheap tools – our guys pay \$65+ for these) and turned it in to me stating that it was found in Ben White's jeans. I was then able to return it to Ben and of course asked him to be more careful with his pocket tools.

I wanted you, his other management members (please pass this along), and our Roxane Mares to know **what an outstanding employee you guys have in Paul and how much we appreciate his great service and exhibited work ethic.**

Kudos to Paul!!!!"

PAUL ARMIGO (03/27/00)
Customer Sales Representative
Albuquerque Plant

"Rich, Sam, Susan & Casey, I want to send an email to you complimenting Drew (Andre) Brown. I've been working with him for almost 1 year and he is a pleasure to work with. **His customer service skills are AMAZING.** I appreciate him very much! Thank you for assigning him to my site."

Scott Evans
Johnson & Johnson

RICHMOND CLEANROOM TEAM & ANDRA BROWN (02/08/16)
Customer Service Representative
Richmond Cleanroom Plant

Hello PCS Team,

We just wanted to take a moment, and formally recognize your delivery driver that has been on our route recently. If I'm not mistaken, I believe his name is Bryan.

Multiple team members have praised his services lately. They say that Bryan consistently has all of the delivery carts perfectly aligned at the cart laydown when they arrive, and he really hustles to get all of the outbound carts moved from the dock, onto his truck. He's always got a positive attitude towards our associates, and he is always very prompt.

The RFS2 Dock is very small and crowded, so him keeping the delivery carts out of egress paths and promptly moving in/out is very helpful. Please provide a kind word to Bryan for us.

Thanks,

VWRCATALYST | We Enable Science Through Services
Brandon Rodacker
Site Services Supervisor – D1D/RP1
VWR International, LLC

BRYAN OLSON (09/2616)
Customer Service Representative
Portland Cleanroom



DON'T FORGET TO REFER A FRIEND



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SANTA ANA, CA 92711-1210

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PAID
SANTA ANA, CA
PERMIT 4849

PRUDENTIAL OVERALL SUPPLY AND RED KAP PARTNERED WITH RICHARD CHILDRESS RACING TEAM!

Prudential Overall Supply, a leading company in the reusable textile industry, partnered with Richard Childress Racing and Ty Dillon for the NASCAR XFINITY Series ToyotaCare 250 race on April 29, 2017 in Richmond, VA.

Prudential Overall Supply is a longtime customer of VF Imagewear, a qualified textile company specializing in business apparel and uniforms. VF Imagewear has been rewarding its most devoted customers to NASCAR Hospitality for quite some time, and this marks Prudential's fourth event. "Prudential Overall Supply is a valued customer of VF Imagewear and we couldn't be happier to reward them and their customers with such an incredible experience," said Mr. Jim Tewmey, Vice President of Sales at VF Imagewear.

This was a great opportunity for Prudential Overall Supply to gain some visibility as well. With POS branding on the number 3 car, we were seen by millions of supportive NASCAR fans. For more information on Prudential Overall Supply visit PrudentialUniforms.com.



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