



OFF-THE-CUFF

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CERRITOS, CA

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HIGHLIGHTS FROM OUR NEWEST
PRUDENTIAL CLEANROOM
FACILITY IN NASHUA, NH



A PUBLICATION FROM



DAN CLARK'S MESSAGE

December, 2017

To Our Friends,

Life is full of twists and turns, and ups and downs. I believe it is important to live each day to its' fullest and build a strong team of family, friends and associates that support you.

Laurel and I are thoroughly enjoying being grandparents. We have a set of twins 2 ½ years old (boy & girl), a boy 14 months old and finally another boy almost 1 year old. We love our time with them but appreciate that they are not our full time responsibility. Our middle child will be getting married next summer. Life has changed since we tied the knot 38 years ago and we have grown to keep up with it. Next year I will celebrate my 50th year of employment at POS, it doesn't seem possible.

My father founded POS in 1932, 86 years this coming April. I know my Dad would be amazed and proud of the company today; we should break \$200 million in revenue (sales) this year.

Today POS has 18 plants and 17 service centers located in 15 states and Puerto Rico. We service another 20 states from our facilities; 35 total states. Our newest plant is in Nashua, New Hampshire and should be in operation in the next 60 days. This plant will be built in three phases so it can grow revenue over the next thirty plus years. When all three phases are complete Nashua will be a 113,000 square foot building, housing both an Industrial and Cleanroom plant on over 14 acres. Nashua will be twice the size of our average plant today.

The future is bright for Prudential as long as we strive for continuous improvement. We have succession plans set to ensure sustainability. Prudential would not be what we are today without our people. Past, present and future, our people make the difference.

At this time of year I cherish the privilege of expressing the company's sincere thanks to each our employees, customers, suppliers and friends for the meaningful things they have done for us in 2017, and to extend our heartfelt best wishes for 2018. It is my hope that we may keep the holiday spirit of faith, love and goodwill towards all alive throughout the year. May God grant each of you joy, peace and happiness in this holiday season and coming year.

MERRY CHRISTMAS TO ALL!

DAN CLARK

(09/23/68)

CHAIRMAN OF THE BOARD

“Prudential would not be what we are today without our people. Past, present and future, our people make the difference.”



Diciembre, 2017

A Nuestros Amigos,

La vida está llena de giros, vueltas y altibajas. Creo que es importante vivir cada día al máximo y formar un sólido equipo familiar, de amigos y compañeros de trabajo que te apoyen.

Laurel y yo disfrutamos plenamente ser abuelos. Tenemos un par de gemelos de 2½ años (niño y niña), un niño de 14 meses, y finalmente, otro niño de casi 1 año. Amamos nuestro tiempo con ellos, pero apreciamos que no son nuestra responsabilidad de tiempo completo. Nuestra segunda hija se casará el próximo verano. La vida ha cambiado desde que nos casamos hace 38 años y hemos aprendido a adaptarnos a este ritmo. El año que viene celebraré mi 50° año de empleo en POS, parece imposible.

Mi padre fundó POS en 1932, 86 años este próximo mes de Abril. Sé que mi padre estaría asombrado y orgulloso de la compañía; hoy en día la meta es superar 200 millones en ingresos (ventas) este año.

Hoy POS tiene 18 plantas y 17 centros de servicio ubicados en 15 estados y en Puerto Rico. Prestamos servicios a otros 20 estados desde nuestras instalaciones, 35 estados en total. Nuestra planta más nueva se encuentra en Nashua, New Hampshire y debería estar en operación en los próximos 60 días. Esta planta se construirá en tres fases para que pueda generar e incrementar ingresos en los próximos treinta años o más. Cuando se completen las tres fases, Nashua será un edificio de 113,000 pies cuadrados que albergará tanto una planta industrial y una planta de ambiente de cuarto limpio en más de 14 acres. Nashua duplicará el tamaño de nuestra planta promedio de hoy.

El futuro es prometedor para Prudential siempre que nos esforcemos por continuar mejorando. Tenemos planes de sucesión establecidos para garantizar la sostenibilidad. Prudential no sería lo que somos hoy sin nuestra gente. Pasado, presente y futuro, nuestra gente hace la diferencia.

En esta época del año, aprecio el privilegio de expresar el sincero agradecimiento de la compañía a cada uno de nuestros empleados, clientes, proveedores y amigos por las cosas significativas que han hecho por nosotros en 2017, y expresar nuestros mejores deseos para 2018. Espero que podamos mantener el espíritu navideño de fe, amor, y buena voluntad hacia todos, vivo durante todo el año. Que Dios les conceda a cada uno de ustedes alegría, paz y felicidad en esta temporada festiva y en el próximo año nuevo.

FELIZ NAVIDAD A TODOS!

DAN CLARK

(09/23/68)

Director Ejecutivo

“Prudential no sería lo que somos hoy sin nuestra gente. Pasado, presente y futuro, nuestra gente hace la diferencia.”

★ ANNIVERSARIES

25 YEARS OR MORE

NAME	PLANT	JOB TITLE	HIRE DATE
Clark J. Daniel	00	Chairman of Board	09/23/68
Watts Thomas C.	00	President	09/08/75
Verduzco Elpidia	15	Production Supervisor	03/07/77
Sanchez Francisco	06	Laundry Worker	05/12/77
Mota Juan C.	22	Washer	08/09/77
O'Leary Marc E.	00	VP of Cleanroom Ops	12/07/77
Martinez Ramon R.	02	Washer	10/26/78
Corona Alberto B.	02	Maintenance Mechanic	01/16/79
Pelayo Ricardo R.	09	Maintenance Supervisor	02/27/79
Loredo Maria T.	10	Garment Coordinator	06/26/79
Lecair Laura A.	10	Plant Manager	08/09/79
Ruiz Modesta	06	Laundry Worker	10/01/79
Garcia Felipa	04	Laundry Worker	04/07/80
Carrillo Javier H.	05	Production Employee	04/30/80
Rubio Francisco	05	Washer	05/12/80
Cummins Mitch	21	General Manager	07/21/80
Stillwagon Thomas	12	Service Center Manager	07/28/80
Olguin Francisco	02	Janitor	08/08/80
Freese Charles K.	00	Senior System Analyst	09/29/80
Garcia Jose J.	05	Customer Sales Rep.	05/11/81
Blanco Juvenino	06	Laundry Worker	05/15/81
Herrera Benigno C.	06	Laundry Worker	08/12/81
Robles Enrique	05	Customer Sales Rep.	11/16/81
Ortiz Miguel	06	Service Attendant	01/25/82
Balaam Robert Lee	00	Controller	03/28/83
Maurer Dan R.	05	Customer Sales Rep.	06/27/83
Opon Maria	10	Folder	11/16/83
Bielefeld Bret A.	00	Director of Purchasing	02/06/84
Boyer Jimmy	02	Asst General Manager	02/07/84
Valdez Magdalena	10	Folder	04/07/84
Hoang Kim T.	00	Accts Rec Clerk	05/02/84
Blanco Martha A.	15	Production Employee	05/21/84
Herrera Rodolfo M.	05	Washer	08/08/84
Perez Lomberto	04	Laundry Worker	09/04/84
Bigler Marlan L.	00	System Analyst	11/26/84
Bernal Roselia	05	Production Employee	06/18/85
Tamayo Jose F.	21	Maintenance Supervisor	07/15/85
Escobar Ernesto R.	07	Maintenance Supervisor	11/04/85
Kopicka Karen L.	02	Office Clerk	01/06/86
Jimenez Antonio	04	Customer Sales Rep.	01/21/86
Cordova Irma	05	Production Employee	02/07/86
Dominguez Alberto M.	15	Maintenance Supervisor	03/04/86
Rodriguez Vicente A.	04	Customer Sales Rep.	04/30/86
Sandoval Alma D.	15	Production Employee	06/03/86
Sanchez Maria T.	15	Production Employee	08/04/86
Uribe Humberto	04	Plant Supervisor	09/02/86
Murray James K.	00	Secretary/Treasurer	09/02/86
Lara Yolanda	05	Production Employee	09/16/86
Figueroa Rosa N.	15	Production Employee	11/05/86
Chavez Catalina	05	Production Employee	11/13/86
Kekua Darren	04	Customer Sales Rep.	11/24/86
Arellano Carmen	15	Production Employee	05/19/87
Fonseca Victoria	15	Production Employee	08/18/87
Garcia Michael	02	Customer Sales Rep.	09/02/87
Reyes Aurelio C.	04	Laundry Worker	10/12/87
Elberson Mark W.	13	General Manager	02/16/88
Brooks Gary L.	13	Customer Sales Rep.	03/14/88
Berruecos Ruth	05	Production Employee	04/11/88
Flores Michael R.	13	Customer Sales Rep.	06/13/88
Toler Desiree L.	21	Plant Manager	10/12/88
Valencia Lourdes	08	Laundry Worker	10/24/88
Virues Jose L.	02	Washer	11/21/88
Cesario Eva M.	00	Direct Sales Admin	01/09/89
Jimenez Maria L.	04	Laundry Worker	01/23/89
Leza Alicia	10	Folder	02/13/89
Guerrero Ampelia	02	Laundry Worker	03/06/89
Chan Tom	00	Regional Maint. Engineer	03/23/89
Kaur Tarsem	08	Laundry Worker	03/27/89
McKinney Michael E.	00	Comp Support Spec	03/30/89

25 YEARS OR MORE CONT...

NAME	PLANT	JOB TITLE	HIRE DATE
Truax Karen D.	00	Director of IT	04/10/89
Cadenas Felisa F.	04	Laundry Worker	06/19/89
Aguirre Aurelia M.	06	Laundry Worker	07/03/89
Mata Saul	05	Production Employee	07/27/89
Nelson Jeffrey A.	00	Regional Manager	08/08/89
Martinez Audencio	05	Production Employee	08/30/89
Serrano Irma	04	Laundry Worker	09/05/89
Palominos Magdalena	13	Janitor	11/06/89
Ramirez Diega	02	Laundry Worker	11/08/89
Cesario Dean	06	Customer Sales Rep.	12/27/89
Rich Frank W.	00	District Sales Manager	01/29/90
Corona Maria A.	04	Laundry Worker	02/26/90
Soto Felipe	06	Laundry Worker	02/27/90
Leon Arturo	06	Laundry Worker	03/13/90
Kalert Christopher	00	ABS Manager	03/23/90
Blazek Michael P.	50	General Manager	05/21/90
Mendoza Rebeca C.	09	Laundry Worker	05/29/90
Lemus Gasca Rogelio	13	Plant Manager	06/13/90
Carrillo Hilda	00	ABS Support Spec	06/26/90
Arvayo Carlos E.	21	Laundry Worker	07/30/90
Valencia/H. Jorge A.	02	Customer Sales Rep.	09/10/90
Macias Ana D.	15	Production Employee	09/24/90
Sangha Major S.	08	Laundry Worker	10/10/90
Haghighi Hilda	00	Accts Rec Clerk	10/15/90
Perez Hilda E.	15	Production Employee	10/17/90
Magana Arturo	04	Customer Sales Rep.	10/29/90
Voros Stephen A.	00	Regional Maint. Engineer	12/03/90
Murillo Maria C.	15	Production Employee	04/08/91
Blancas Elisa	15	Production Employee	04/24/91
Briseno Evangelina	08	Laundry Worker	05/08/91
Garnica Jr. Ezequiel	22	Maint Mechanic	05/10/91
Sanchez Placido	08	Laundry Worker	05/16/91
Valdez Susana	21	Office Manager	06/10/91
Valdez Ricardo	13	Sales & Service Manager	06/11/91
Koury Rebecca L.	23	Plant Manager	06/24/91
Tinsay/Wong Merriam	00	Accts Pay Supv	07/01/91
Macias Aida	02	Laundry Worker	09/30/91
Sanchez Fidelia	04	Laundry Worker	09/30/91
Harder Dave H.	02	Maintenance Supv	03/23/92
Martin Gerald P.	00	VP Sales & Marketing	04/20/92
Stanton Mark R.	00	District Sales Manager	07/13/92
Blazer Michael S.	70	Plant Manager	07/30/92
Arellano Ebelia	15	Production Employee	08/03/92
Espinoza Jose I.	04	Customer Sales Rep.	08/07/92
Villalobos Jose De J.	05	Production Employee	08/10/92
Felix Rosa A.	21	Laundry Worker	09/04/92
Covarrubias Victor	05	Wholesale CSR	09/10/92
Gonsalez Rafael C.	17	All Other Empl	09/14/92
Munoz Andres	05	Production Employee	09/22/92
Schurter Stefan	00	Senior Vice President	10/26/92
Peraza Maria E. O.	15	Production Employee	11/12/92

20 YEARS

NAME	PLANT	JOB TITLE	HIRE DATE
Cabrales Rosa	15	Production Employee	01/31/97
Garcia Russell	45	Customer Sales Rep.	02/03/97
Mercado Aurelia	21	Laundry Worker	02/03/97
Madrid Ana G.	15	Production Employee	03/24/97
Ramirez Maria	21	Laundry Worker	03/31/97
Lemus Lupe	02	Laundry Worker	04/28/97
Schmucker Randall	22	Sales & Service Manager	05/29/97
Livingston Aaron	09	Customer Sales Rep.	08/11/97
Camp Roger	21	Corporate Sales Rep.	08/21/97
Garcia Azucena	21	Laundry Worker	09/02/97
Soria De Gallo Sara	10	Soil Sort	09/02/97
Cabrera Natalia	04	Janitor	09/04/97
Orozco Yolanda	08	Laundry Worker	09/08/97
Ramirez Marisela	02	Laundry Worker	09/08/97
Suarez Olivia	02	Laundry Worker	09/15/97
Sanroman Guadalupe	09	Laundry Worker	09/22/97

20 YEARS CONT...

NAME	PLANT	JOB TITLE	HIRE DATE
Aguero Virginia	50	Folder	09/23/97
Connolly Robert	00	VP HR & Pers Dev	10/06/97
Elizalde Jorge	22	Maint Mechanic	10/06/97
Vargas Lourdes	23	Stock Rm Clerk	10/20/97
Sebastian Mateo	02	Laundry Worker	10/27/97
Aguero Julia	50	Folder	11/02/97
Acevedo Josefina	09	Production Supervisor	11/10/97
Nair Shaylendra	04	Plant Manager	12/01/97
Quezada Sandra	06	Office Manager	12/01/97
Beltran Roselia	02	Laundry Worker	12/08/97
Arola Bruce	09	Corporate Sales Rep.	12/29/97

15 YEARS

NAME	PLANT	JOB TITLE	HIRE DATE
Dolores Dorotea L.	13	Laundry Worker	02/12/02
Morones Francisco	15	Washer	02/25/02
Gutierrez Sylvia	08	Office Clerk	03/20/02
Borrayo Raul	04	Customer Sales Rep.	05/28/02
Ruvalcaba Carmen N.	02	Laundry Worker	07/01/02
Chavez Guadalupe M.	13	Laundry Worker	07/23/02
Villa Juan	45	Maint Mechanic	07/24/02
Case Keith E.	17	Customer Sales Rep.	09/09/02
Lee Kwangee	10	Sr. Sales & Service Mgr	09/16/02
Cervantes Jesus	15	Washer	10/18/02
Medrano Jaime O.	17	Customer Sales Rep.	11/05/02

10 YEARS

NAME	PLANT	JOB TITLE	HIRE DATE
Del Castillo Patricia A.	21	Laundry Worker	01/02/07
Saucedo Jr. Leonardo	09	Customer Sales Rep.	01/15/07
Curry David A.	00	Sr Key Accounts Mgr	01/17/07
Lamadrid Narda K.	21	Laundry Worker	01/31/07
Jimenez Albertina S.	10	Folder	02/13/07
Barajas Maria D.	22	Laundry Worker	02/22/07
Iman Burgenya	21	Laundry Worker	02/28/07
Garibay Jesus M.	23	Stock Rm Clerk	03/13/07
Corona Veronica	00	Accts Rec Mgr	03/26/07
Mann Jr. Keith A.	70	Sales & Service Manager	04/16/07
Miranda Nicolas Joseph	12	Corporate Sales Rep.	04/16/07
Perry Richard Horace	70	Senior Account Exec	04/30/07
McCutchan Jared Jacob	02	Customer Sales Rep.	05/07/07
De Ruiz Maria C.	15	Q/A Technician	05/07/07
Maraccini Vince A.	04	Customer Sales Rep.	05/07/07
Rivera De Garcia Norma E.	23	Folder	05/08/07
Vasquez Emilio	06	Laundry Worker	05/08/07
Oseguera Edelmira	15	Production Employee	05/09/07
Buenrostro Yolanda	15	Production Employee	05/09/07
Hernandez De Vazquez Teresita	15	Production Employee	05/09/07
Carroll Ashley Erin	00	Key Accounts Manager	05/14/07
Nunes Jr. Ademar	00	System Analyst	05/21/07
Francis Kevin M.	21	Customer Sales Rep.	05/21/07
Martindale Jr. Tony Lee	21	Customer Sales Rep.	05/29/07
Gonzalez Maria	15	Production Employee	06/04/07
Castro Beatriz	15	Production Employee	06/04/07
Hernandez Enriquez Erik Javier	00	ABS Support Spec	06/11/07
Montijo Josefina	21	Laundry Worker	06/18/07
Broas Nelda M.	00	Accts Pay Clerk	06/25/07
VanDyke Mark Dale	26	Customer Sales Rep.	07/02/07
McAllister Leonard L.	00	Sr Dir of Engineering	08/06/07
Ray Michael Joseph	02	Corporate Sales Rep.	08/06/07
Colorado Ana Laura	50	Distributor	08/08/07
Cardenas Martha E.	23	Folder	08/09/07
Evans William L.	00	District Sales Manager	08/20/07
Ceja Fernandez Araceli	23	Soil Sort	09/10/07
Mendoza Cecilia	10	Mender	09/12/07
De La Mora Gricelda	23	Soil Sort	09/13/07
Foley Eric William	02	Customer Sales Rep.	09/17/07
Ramirez Gabriel Angel	15	Customer Service Rep.	09/18/07
Castellano Brandon C.	22	Sales & Service Manager	09/24/07
Medina Tiffany Leann	21	Office Clerk	10/08/07
Bryson William D.	17	Corporate Sales Rep.	10/15/07
Frasquillo Eloina	21	Laundry Worker	10/17/07
Jones Louise B.	00	Accts Rec Clerk	11/06/07
Copado Nora	05	Supervisor	11/19/07
Salgado Sergio V.	17	Customer Sales Rep.	11/26/07

10 YEARS CONT...

NAME	PLANT	JOB TITLE	HIRE DATE
Cardenas Orlando	21	Customer Sales Rep.	12/03/07
Echevarria Miguel A.	22	Customer Sales Rep.	12/03/07
Silva Jesus A.	05	Plant Manager	12/04/07
Gil Francisco	03	Customer Sales Rep.	12/24/07

5 YEARS

NAME	PLANT	JOB TITLE	HIRE DATE
Toxey Jr. Roger Lee	55	Sales & Service Manager	02/13/12
Romero Alfredo	09	Production Supervisor	02/27/12
Bates Cameron Keith	06	Sales & Service Manager	03/05/12
Davis Michael A.	71	Lead Gmt Coord	03/06/12
Starr Casey A.	70	Asst General Manager	03/19/12
Altamirano Liliana R.	15	Production Employee	04/03/12
Quintana Jr. Prudencio	06	Customer Sales Rep.	04/27/12
Holliday John Henry	26	Customer Sales Rep.	04/30/12
Schacherl Bradley A.	71	General Manager	05/07/12
Diaz Rodriguez Susana	23	Soil Sort	05/07/12
Dominguez Alfredo	12	Sales & Service Manager	05/11/12
Khlaing Savy	70	Soil Sort	05/14/12
Tarazon Roberto A.	21	Customer Sales Rep.	05/16/12
McCoy Belinda A.	70	Soil Sort	05/21/12
Medina Xenia	15	Sales & Service Manager	06/20/12
De Avila Daniel Angel	15	Route Manager	06/25/12
Baze Jr Larry Gene	08	Route Manager	06/25/12
Flores Esthela	23	Soil Sort	06/27/12
Maldonado Timothy	55	Corporate Sales Rep.	07/02/12
Miller Christopher S.	18	Corporate Sales Rep.	07/02/12
Jorgensen Craig D.	08	Customer Sales Rep.	07/09/12
Ruiz Alfredo B.	10	Route Manager	07/11/12
Martinez Romero Maria Teresa	05	Production Employee	07/12/12
Gurrola Maria D.	05	Production Employee	07/17/12
Docando Dorca Joaquin J.	45	Laundry Worker	07/30/12
Green Curtis L.	70	Line Driver	08/13/12
Camara Maria Trinidad	50	Soil Sort	08/20/12
Pizano Gutierrez Esmeralda	08	Laundry Worker	08/22/12
Gomez Erma	08	Laundry Worker	08/22/12
Conchas Marisol	50	Distribution Suprv	08/27/12
Lopez Lopez Esperanza	08	Laundry Worker	08/27/12
Segura Gabriela	15	Office Clerk	09/13/12
Guevara Rolando T.	45	Customer Sales Rep.	09/17/12
Hyberg Scott	08	Customer Sales Rep.	09/17/12
Garcia Ruben	02	Customer Sales Rep.	09/24/12
Klinger Leslie L.	30	Route Manager	11/12/12
Gil Jeny Dayanira	00	Personnel Supervisor	11/12/12
Lopez Blanca E.	10	Office Manager	12/11/12
Garcia Jr. Pedro J.	51	Customer Sales Rep.	12/24/12

Congratulations!

**THANK YOU FOR
YOUR CONTINUED
DEDICATION.**

CERRITOS, CA DISTRIBUTION CENTER



CERRITOS DISTRIBUTION CENTER

THE CERRITOS DISTRIBUTION CENTER

YEAR OPENED: 2015

CURRENT NUMBER OF EMPLOYEES: 57



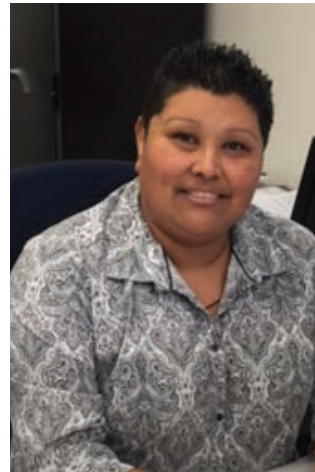
DAVID RUIZ
(10/20/14) General Manager

David Ruiz joined POS in October 2014 to startup the Distribution Center as the General Manager. He holds an industrial engineering degree and brings to the company 30+ years of international experience in manufacturing, production, operations and distribution. He has been married for 33 years. He and his wife have two beautiful daughters. He enjoys riding motorcycles, likes the beach and rock and roll music.



CARLOS CASTILLO
(07/06/09) Plant Manager

Carlos joined POS in 2009 in the MPTP Program. He served as a Sales & Service Manager at Plant 13 (Vista) for three years and transferred to Plant 6 (Irvine) as Sales & Service Manager for four years. Carlos recently joined the Distribution Center in May of 2017 as the Plant Manager. When he's not busy, he likes to spend time with his kids; he enjoys fishing, running and staying active outdoors.



VERONICA MARTINEZ
(10/17/16) Production Manager

Veronica was born in San Diego, she brings to the company 25 years of experience in the industry. Currently she is the Production Manager for the Distribution Center. She loves cats, she enjoys going to the beach, drawing, arts and crafts, listening to music and spending time with family and friends.

The date of hire is listed after each employee name throughout Off-the-Cuff

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CONTRIBUTING EDITORS: Stephanie Leibick, Marketing Manager & Jerry Martin, Vice President of Sales & Marketing
LAYOUT & DESIGN: Stephanie Leibick, Marketing Manager & EOS Agency
Please address all correspondence and address changes to: StephanieL@pos-clean.com

CERRITOS DISTRIBUTION CENTER TEAM



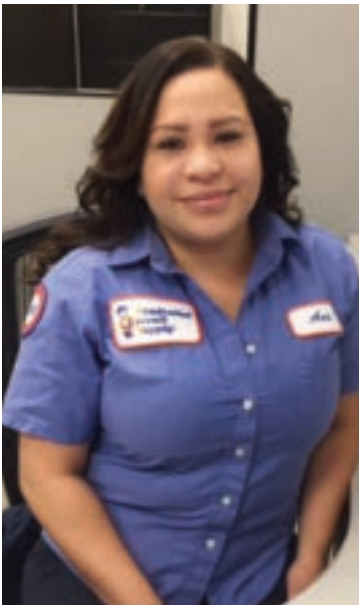
FABIOLA ALCANTAR
(08/03/93) *Stockroom Supervisor*

Fabiola started working at the Distribution Center on January 16, 2017 as a stockroom supervisor. Prior, she worked at the Los Angeles Cleanroom Plant for 23 years. She enjoys reading and spending time with family.



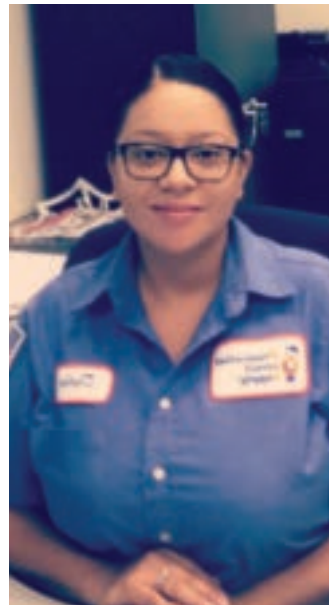
ERNESTO ESCOBAR
(11/04/85) *Maintenance Supervisor*

Ernesto has worked at four different Prudential plants. He started at Prudential's former Garment Manufacturing Plant then moved to the Van Nuys Plant as a Fleet Mechanic. He then moved to the Carson Plant. Ernesto has been working at the Distribution Center since November 2014 as a Maintenance Supervisor. In his spare time he likes to go hiking and listen to music.



ANA RODRIGUEZ
(01/05/15) *Office Manager*

Ana joined POS in 2015, as the first employee of the Distribution Center as an order fulfillment operator. After one year she was promoted to Office Clerk, and then she was promoted to Office Manager. She was an important key for the startup of the Plant. Ana has a business administration degree. She is married and has a wonderful one year old boy named Xavier. She enjoys going to the beach, hiking and spending time with her family.



DULCE ALBARRAN
(01/19/15)
Quality Assurance Technician

Dulce started as an order fulfillment operator at the Distribution Center. A year later she was promoted to Quality Assurance Technician. She enjoys watching football; she is a Chargers Fan and she enjoys spending time with her husband and her two boys.



VICTORIA MEZA
(01/19/15)
Quality Assurance Technician

Victoria is part of the first group of ten Order Fulfillment Operators. She is currently working as a Quality Assurance Technician. She likes dancing, cooking and enjoys spending time with her family. Victoria has been married for 25 years and has two amazing daughters.



RECEIVING DEPARTMENT

Left to Right: **DANIEL ANAYA** (10/4/16), **EDGAR PORTILLO** (5/9/17), **LOURDES VEGA** (10/4/17), **MARIANA MANCILLA** (5/6/15), **ROMINA HERNANDEZ** (5/11/15).

CERRITOS, CA DISTRIBUTION CENTER



CLEANROOM PRODUCTION

Left to Right: **LUIS LOZADA** (06/01/15),
MICHELLE LOPEZ (06/22/15), **RAYMOND LOPEZ** (06/22/15).



GRADING DEPARTMENT

Left to Right: **MELVI APARICIO** (01/19/15),
ADRIANA KILEY (02/08/17), **MARIA ORTIZ** (07/07/16),
OSCAR CERVANTES (05/01/17).



ORDER FULFILLMENT OPERATORS, MORNING

Left to Right: **PATRICIA O'QUINN** (03/04/16), **ADRIAN GOMEZ** (06/01/15), **DAVID RUIZ** (10/20/14), **MICHELLE LOPEZ** (06/22/15), **ADRIANA RIVAS** (10/4/17),
DANIEL ANAYA (10/04/16), **MARIAM SANCHEZ** (6/23/15), **ANA BRISENO** (03/23/15), **RAYMOND LOPEZ** (06/22/15), **VERONICA MARTINEZ** (10/17/16),
JAVIER CASTILLO (01/12/17), **OSCAR CERVANTES** (05/01/17), **ANA SALAZAR** (01/19/15), **LOURDES VEGA** (10/04/17), **EDGAR PORTILLO** (05/09/17),
LILIA RADILLO (03/23/15), **GRACIELA XOCHITECALT** (09/14/15), **EFREN JIMENEZ** (06/23/16), **FERNANDO FONSECA** (06/27/16), **MARIA ROBLES** (05/09/16),
ALEXANDRA MORENO (06/08/15), **RANDY ROJAS** (07/07/16), **DULCE ALBARRAN** (01/19/15), **VICTORIA MEZA** (01/19/15), **JENNIFER MORALES** (06/19/17),
MELVI APARICIO (01/19/15), **ERNESTO ESCOBAR** (11/04/85), **LUIS LOZADA** (06/01/15) **CARLOS CASTILLO** (07/06/09)



CLEANROOM-ORDER MAKE UP

Left to Right:
JAVIER CASTILLO (01/12/17),
XOCHILT JIMENEZ (03/05/15),
RANDY ROJAS (07/07/16),
FERNANDO FONSECA (06/27/16).



ORDER FULFILLMENT OPERATORS, NIGHT (THEY FILL THE ORDERS AT NIGHT FOR THE PLANTS)

Left to Right: **GERARDO ROBLES** (04/20/16), **HECTOR HERMOSILLO** (07/05/16),
LIZET LOZANO (09/11/17), **MINERVA JIMENEZ** (08/16/17), **FABIOLA ALCANTAR** (8/3/93),
ADRIANA VELEZQUEZ (01/12/17), **REGINA CUNNINGHAM** (02/25/16), **CHRISTOPHER RAMIREZ**
(06/05/17), **CRISTIAN LOPEZ** (02/08/17), **OMAR HERNANDEZ** (05/18/15),
ERIC GONZALEZ (09/08/16), **DANIEL MENDEZ** (01/05/17), **JULIO DE LA CRUZ** (01/30/17).

CERRITOS DISTRIBUTION CENTER TEAM



EMBLEM OPERATORS

Left to Right:
ALEJANDRA LOZANO (05/06/15),
ALEXANDRA MORENO (06/08/15).



CHECK POINT SCANNED

Left to Right:
JENNIFER MORALES (06/19/17),
PATRICIA O'QUINN (03/04/16).



DRIVERS

Left to Right:
ADRIAN GOMEZ (06/01/15),
JULIO MORALES (03/06/15),
MICHAEL ELDER (08/11/15).



SEWING DEPARTMENT

Left to Right:
ADRIANA RIVAS (10/04/17), **MARIAM SANCHEZ** (06/23/15), **GRACIELA XOCHITECATL** (09/14/15), **MARIA ROBLES** (05/09/16),
ANA SALAZAR (01/19/15).



A.C.D.C. SAFETY COMMITTEE MEMBERS

Left to Right:

VERONICA MARTINEZ (10/17/16),
ANA RODRIGUEZ (01/05/15),
ERNESTO ESCOBAR (11/04/85),
DULCE ALBARRAN (01/19/15),
MICHAEL ELDER (08/11/15),
FABIOLA ALCANTAR (08/03/93),
MELVI APARICIO (01/19/15),
CARLOS CASTILLO (07/06/09).

INDUSTRIAL DISTRIBUTION CENTER CYCLE

INDUSTRIAL DISTRIBUTION CYCLE BEGINS >



Receiving New Garments



Receiving New Garments From Vendors



Grading



Put Away



Fill Work Orders



Enter Pick Quantities



Purchase Request



Printing Labels



Matching Emblems



Heat Seal



Sewing Lettering



Checkpoint Scanned



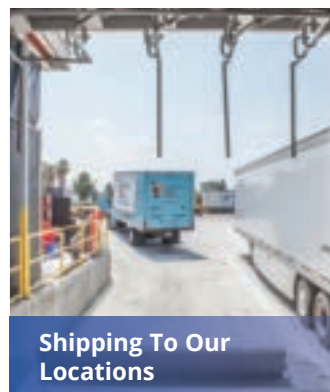
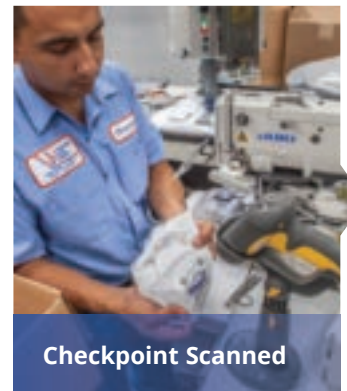
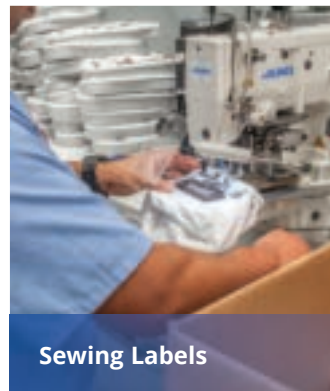
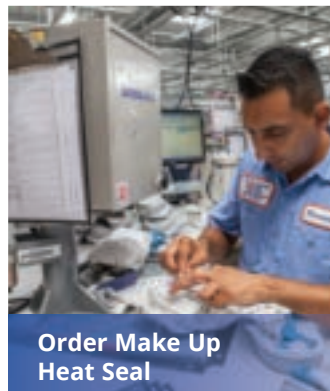
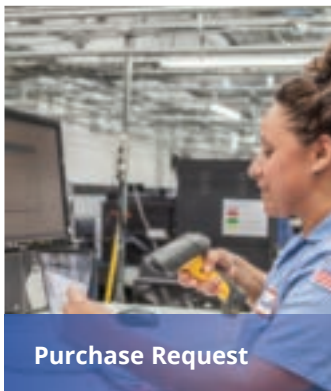
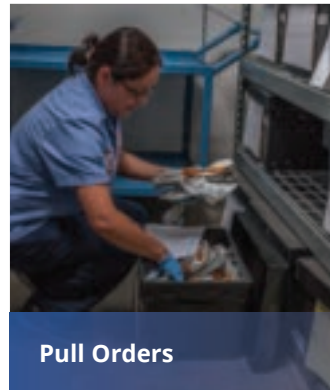
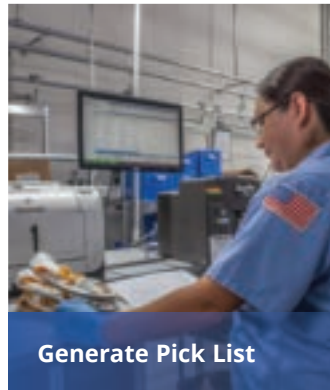
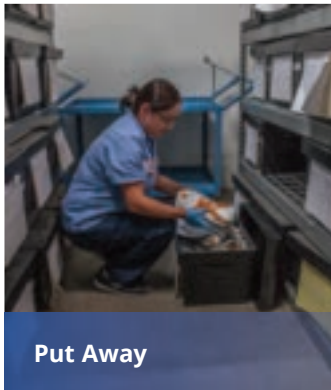
Loading Prepared Garments



Shipping To Our Locations

CLEANROOM DISTRIBUTION CENTER CYCLE

CLEANROOM CYCLE BEGINS >



NASHUA, NH - OUR NEWEST CLEANROOM FACILITY

Prudential Cleanroom Services had its open house preview of its cleanroom laundry processing facility in Nashua, New Hampshire on October 17, 2017.

The project is a 131,371ft² commercial laundry facility located at 45 Simon Street, on a 14.23 acre tract.

Prudential's president Tom Watts comments: "Our team is excited to show our customers and prospective customers our newest facility in Nashua, New Hampshire. The location will provide our Northeast customers with additional products and service offerings, and will help with our company's expansion into additional markets."

Nashua's Mayor Jim Donchess said: "We are pleased to welcome Prudential Overall Supply to Nashua. As a community, we make economic development a top priority. As a city and region, we are poised to benefit from this positive economic impact. There will be approximately 50 good, high-paying jobs associated with this project. We are excited to assist in bringing these jobs to the Gate City."

Prudential is building this one-story facility in three phases, which include offices, industrial space, employee areas, and loading docks with 136 parking spaces on site for staff.

Prudential's first phase is a 70,091ft² building, while the next phase will include by a 45,000ft² section. The last phase will be a 16,280ft² addition. The building will occupy 12.2 acres of the site once all phases are completed.

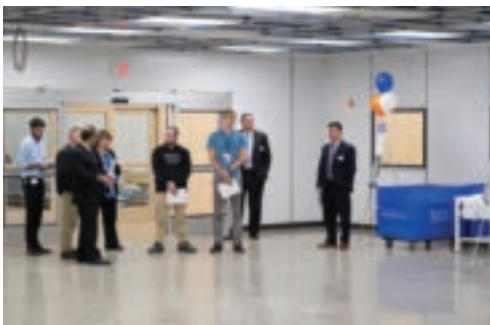
Commissioner Jeffrey Rose of the New Hampshire Department of Resources and Economic Development said: "We are very pleased to welcome Prudential Overall Supply to Nashua."

"The capabilities it provides are vital to the many companies whose advanced manufacturing processes require high tech industrial laundry services. We look forward to watching them grow and prosper in New Hampshire."



STEFAN SCHURTER
(10/26/92)
Senior Vice President

Stefan Schurter has been a driving force behind the project along with the entire Prudential Engineering and Production team.





Special THANK YOU to all the people who helped with the Open House!



BRAD SCHACHERL
(05/07/12) General Manager, Nashua



GENNY REYES
(08/14/17) Plant Manager, Nashua



MYLES REUKEMA (01/05/04) Director of Cleanroom Sales, Corporate Office,
JOE SHARMA (09/04/06) Regional Director, Corporate Office.



CHUCK FREESE (09/29/80) Senior System Analyst,
MIKE MCKINNEY (03/30/89) Computer Support Specialist.



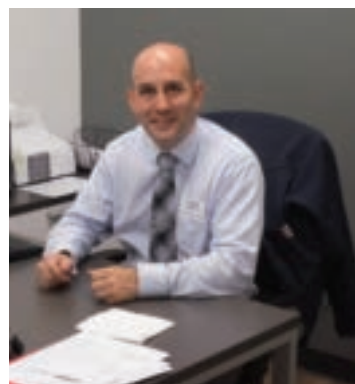
STEVE DILEO
(06/30/17)
General Manager, Richmond



JOE TRAMONTANO
(10/03/11)
Account Executive, Nashua



DAN CAMPBELL
(03/27/17)
Account Executive, Nashua



JONATHAN DENIS
(02/17/14)
Route Manager, Nashua



BOB GOULD
(09/14/17)
Maintenance Supervisor, Nashua



STEPHANIE LEIBICK
(01/15/96) Marketing Manager,
Corporate Office

NEW PLANT DESIGN



GRANITE STATE GIANT— POS PLANS LARGEST U.S. CLEANROOM

A detailed search coupled with step-by-step construction ensures on-time delivery despite 'unforeseen issues'

By Gerard O'Neill and Meenaj Mehta

In the fall of 2014, Prudential Overall Supply (POS) approached American Laundry Systems (ALS) for guidance in procuring a "green field site" for the purpose of constructing a cleanroom laundry facility in the Northeast region of the U.S. At the time, POS was servicing its New England/Northeast-based customers from its cleanroom laundry facility in Richmond, VA. The clean goods headed to a distribution/service center in Massachusetts and the soiled goods back to the cleanroom facility in Virginia. Then the routine started again the following day!

As you can imagine, the transportation costs and logistics were becoming cost prohibitive, in addition to putting exponentially increasing pressure on the

existing facility as the volume of customers increased in both areas of the country. Prudential Overall Supply has been experiencing double-digit growth for many years and is expanding its capabilities to support that growth.

SYSTEMATIC SEARCH

We began our search with the assistance of multiple commercial real estate brokers to pinpoint a site in the 8-12 acre range with the necessary utilities to accommodate the facility.

Ideally the site had to possess the following attributes:

1. Easy highway access
2. An industrial park was preferred with underground utilities and GREAT curb appeal!
3. Large local employee base with public transit availability preferred
4. Light industrial zoning
5. Local tax incentives
6. Strong CCRs (covenants, conditions and restrictions)
7. Reasonable land/property costs (real estate taxes, corporate taxes, etc.)
8. Large-capacity utilities:
 - 10-by-12-inch sewer line with minimum POTW restrictions
 - 6-by-8-inch city water line or ability to drill wells, if necessary
 - 3,000-4,000 amps of 480 volts electrical service
 - 60 MMBTU of natural gas

ALS and its team of real estate professionals reviewed the following states: New York, Connecticut, Rhode Island, New Hampshire, Massachusetts, Vermont and Maine. Within approximately 90 days, we had compiled all of the information needed for POS to make an educated decision as to the "perfect location." Some states were dropped from the list rather quickly. New York, Vermont, Maine, Rhode Island and Connecticut were eliminated as the ideal location because the majority of the attributes

NEW PLANT DESIGN

listed at right weren't available. Over 60 "green field" locations were analyzed for POS during this phase of the search and the remaining states, Massachusetts and New Hampshire both had viable potential locations.

The matrix in Figure 1 was used to provide POS with the pros and cons of all locations. New York was eliminated early in the evaluation due to distance from customers alone.

Eventually, we were left with 16 locations in Massachusetts and New Hampshire to analyze further. This effort included meeting with local politicians, code enforcement officials, etc. With guidance and input from Stefan Schurter, sr. vice president of POS, who acted as the Prudential liaison with overall project responsibility, the 16 locations finally were narrowed to four sites in New Hampshire. A final decision was made to go with a cul-de-sac location of 14-plus acres with perfectly flat, sandy soil in Nashua, NH. The selected site in New Hampshire met all of the aforementioned criteria, including utilities, location, zoning, etc. At that point, the first part of the project was completed and POS closed on the property in the summer of 2015.

ON TO CONSTRUCTION

Shortly thereafter, ALS was hired along with an architectural firm located in Irvine, CA, to design a Cleanroom laundry facility with industrial-laundry capability on the chosen 14-acre site in New Hampshire. ALS advised on the unique design parameters involved in building and operating in the cold and snowy climate of New Hampshire.

From the summer of 2015 to the summer of 2016, multiple iterations of layouts and designs were presented to the Prudential Team. Ultimately, POS approved a design comprising a total of 70,000 square feet. It called for a cleanroom laundry facility with expansions in two future phases of 40,000 square feet for

Figure 1. Prudential used a matrix to weigh the pros and cons of each location

NOTE: The lower the number, the better the score.

	MA	NH	VT	ME	CT	RI
Cost of Doing Business	46	32	41	29	47	43
Workforce	20	41	50	41	32	38
Quality of Life	7	3	2	8	14	19
Infrastructure	45	48	49	46	42	50
Economy	19	33	23	48	49	44
Education	3	10	2	8	5	18
Innovation	5	26	37	43	21	34
Business Friendliness	21	13	31	28	24	45
Cost of Living	45	43	40	38	48	42
Access to Capital	9	19	31	29	7	23
Overall Score	25	30	42	45	46	50

an industrial laundry facility and a further 16,000 square feet for a cleanroom expansion.

All phases, present and future, were submitted to the City of Nashua Planning Board and approved unanimously in the winter of 2015.

The criteria for the building of this facility, the largest and cleanest, most automated, modern, dedicated cleanroom laundry in the United States—including future expansions—are listed on pg. 44.

Once the City of Nashua Planning Board approval was received and POS accepted a final design, the decision to build was made and an ALS-developed RFP (request for proposal) for general contracting (GC) was released to the market. A total of six GCs responded, with the project ultimately being awarded to Dacon Corp. of Natick, MA. All MEP work (building and laundry related), project management and owner's representation was awarded to ALS.

BUILDING PROCESS OVERVIEW

Construction began with site clearing in the fall of 2016. As is typical with new construction, we had to overcome some obstacles. Specifically, we had to blast on-site ledge and granite, despite having a multitude of soil borings and monitoring wells. The blasted ledge and granite was subsequently reused to line all on-site storm-water retention ponds. All soil/fill and loam was reused on-site during construction as well. An eight-inch-wide precast concrete panel was chosen for the building with a 50 lbs. per square foot (over snow load and code) for the roof frame structure. All RTUs (roof top units) for both the main building and cleanroom units were placed on the exterior roof structure, thereby freeing up valuable cube space for the high-tech/specialty washers and dryers, ULPA filtration, etc. needed in the cleanroom.

With the work nearly finished, a Temporary Certificate of Occupancy was obtained early in September. Several punch-list items were completed by the end of that month. Prudential held

NEW PLANT DESIGN

Figure 2. Prudential's Criteria for Immediate Building and Future Expansions


- 70,000 sq. ft. (now) to 120,000 sq. ft. (future) over 3 phases
- 103 parking spots (now) with additional 28 spots for future
- 30 ft. clear inside building
- 55 MMBTU gas service at 5 PSI pressure
- 2,500 KVA transformer for electrical service
- 1,000 KW diesel backup generator—2 x 500 KW in a single housing with load-shedding system
- 6-inch water service and 8-inch sprinkler service
- 10-inch sewer service with separate manhole connection for the office and production
- Supply all MEP supplies to internal cleanroom unit
- Diamond polish (finishes) all production floors (excluding employee areas)
- Independent, third party testing for duration of project
- Cleanroom standard ISO Class 3 (cleanest in the industry)
- 540 air exchanges per hour in the cleanroom
- 200,000 lbs. of cleanroom laundry per week (five days per week)
- 50-60 f/c (foot candles) for building lighting (highly efficient LED) with lighting-control system
- 70-100 f/c for cleanroom lighting
- 100+ seating capacity employee breakroom with separate HVAC system
- Cleanroom (BAS) Building Automation System
- Cleanroom Central Particle Measuring System
- Cleanroom Central Vacuum Cleaning System
- Cleanroom 99.9999% efficient ULPA filters
- Cleanroom temperature set point = 65°F with 65% relative humidity
- Interior parking for all trucks (15 route trucks) and three tractor trailers
- Separate/independent industrial laundry area
- Separate/isolated interior stock room and warehouse
- All the future isolation valves added to expand the process piping for future phase without any disruption
- Co-axial ducting on industrial dryers to preheat incoming cold air for energy conservation
- Split wastewater trenching for industrial washroom to assist in water reuse and water conservation
- Energy usage and recording system for the Process System
- Sarnafil Sikaplan Adhered System (specialty roofing)

a Customer Open House on Oct. 17 with a General Open House and Grand Opening to follow early in 2018.

The project budget was in the \$15 million to \$20 million range and was completed without overruns, despite unforeseen issues, such as the aforementioned ledge and granite.

"It will not just be Nashua's largest cleanroom plant, not just New England's largest cleanroom plant, or the East Coast's," Schurter says. "This will be the largest cleanroom laundry in the United States. It's really going to be a unique achievement. It's a first of a kind. We're really proud that we can build it. And I think it will really bring great jobs."

We'd like to acknowledge the following companies that played integral roles in this project, our 86th new plant for ALS.

- Prudential Overall Supply (Owner/Customer)
- Dacon Corp. (General Contractor)
- Hayner/Swanson, Inc. (Civil Engineer)
- Avilla Plumbing Inc.
- Florence Electric LLC
- North Point Outdoors 

 **GERARD O'NEILL** is president/CEO of ALS; **MEERAJ MEHTA** is project manager) for the company based in Haverhill, MA. Contact them at 978.373.1883 or goneill@eemecb.com or mmehta@eemecb.com.



AARON M. ELBERSON
(02/07/11) Customer Sales Rep. Safety Coordinator

A MESSAGE FROM AARON...

The Safety Department would like to wish all Prudential Overall Supply employees a safe and happy Holiday Season. We would like to remind everyone that the spirit of the Holidays (giving thanks, spending time with friends and family, and showing good will and love for those around us) are the same values of the POS Safety Culture. Together we all must look out and take care of each other by actively ensuring that our work place is safe and free from hazards that can cause injury. Safety should never be considered a chore or mundane obligation but an opportunity to show love and respect of our company and coworkers by making sure we all go home to our families to enjoy this amazing time of year.

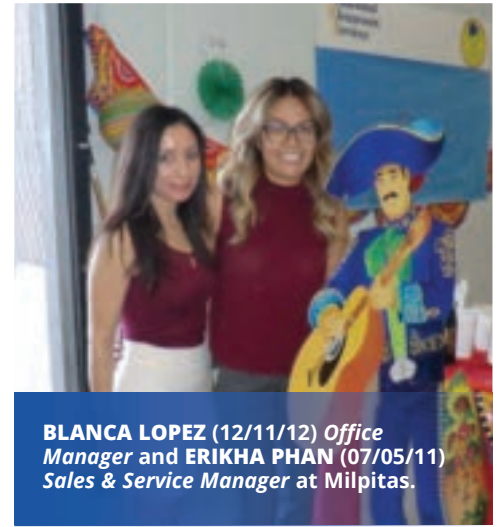
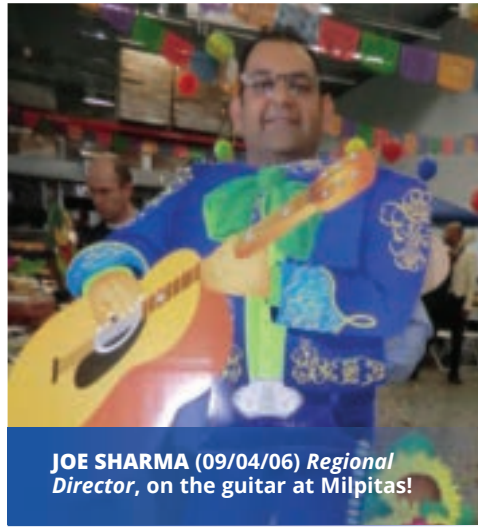
This year two locations implemented the POS Safety Process. In Colonial Heights, Virginia the Fighting Accidents by Making Incidents Lower Yearly (F.A.M.I.L.Y.) kicked off their safety process this summer by using the spirit of family to make the workplace safer. Champion Coleen Hickey (12/5/2015) and Chair Will Jacobs (12/05/2015) have pledged to "Grow as a family by looking out for our fellow employees and ourselves." At the Greenville, South Carolina Service Center the Responsible Employees Being Effective Leaders for Safety (R.E.B.E.L.S.) committee works to be "...committed to identifying hazards, unsafe work areas, unsafe work practices, and prevention of as many incidents as possible through training and safety courses." Safety Champion Lacy Land (9/21/2016) is looking forward to the challenge of leading the REBELS committee to make their Service Center the safest in the company. POS is excited to have two more East Coast locations that are part of the Safety Process and look forward to what these committees can do to contribute to the Prudential Overall Supply safety culture.

The Distribution Center also Kicked off it Safety Process this Fall. The Awareness, Communication, Dedication, Commitment (AC/DC) committee led by Safety Champion/Plant Manager Carlos Castillo (07/06/09) promises to begin "...working together to strive for an incident free workplace by raising awareness through training and increased communication for all employees..." We are more than confident the AC/DC will achieve their mission.

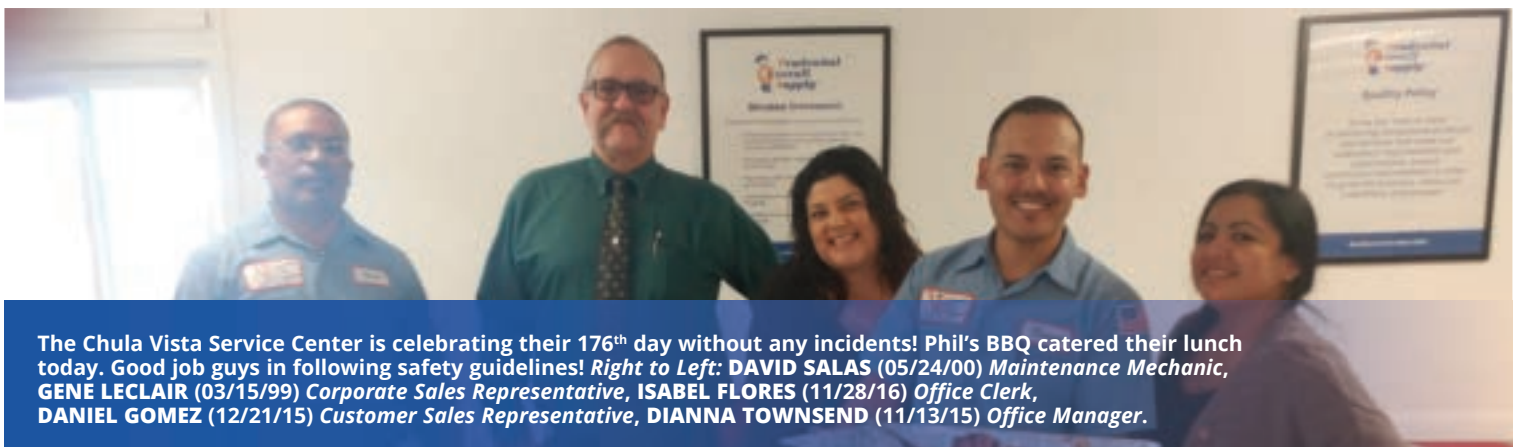
This fall the Mesa, Arizona cleanroom plant joined the 365 club! As of September 21, Mesa worked 365 days without a recordable incident, becoming the fourth plant in recent years to achieve this incredible accomplishment. Congratulations to the Prudential United Members Always Safe (P.U.M.A.S.) and all of the Mesa employees for all your hard work and dedication to safety!

With 2017 nearly at an end we want to challenge all employees to improve and grow the safety process in their locations through hard work, communication, and good will toward fellow colleagues and coworkers. We would like to thank all Prudential Overall Supply employees for their dedication to safety and upper managers for providing the opportunity and resources to make POS a safer place. May you all have a safe and wonderful 2018!

MILPITAS CLEANROOM CELEBRATES THREE YEARS WITH SAFETY!



CHULA VISTA SAFETY CELEBRATION



SALES TRAINING



PROFESSIONAL SELLING SKILLS TRAINING

Front Row Left to Right: **STEVE DALLEY** (07/22/13) General Manager, **NICOLE GUARNOTTA** (03/20/17) Corporate Sales Representative, **MATT FOWLER** (11/07/16) Corporate Sales Representative, **JULIA CLARK** (03/27/17) Corporate Sales Representative, **DONNY PYNE** (04/22/13) Sales & Service Manager, **ROCK ROTE** (04/17/17) Corporate Sales Representative
Back Row Left to Right: **DAN CAMPBELL** (03/27/17) Account Executive, **RUDY ROBLES** (02/23/15) Sales & Service Manager.
Top Row Left to Right: **DEAN KILLION** (03/06/95) Senior Director of Sales, **BILL EVANS** (08/20/07) District Sales Manager, **MARLON WILKINS** (12/30/96) District Sales Manager.



EAST COAST SERVICE MANAGEMENT TRAINING

Left to Right:

MARC O'LEARY (12/07/77) VP of Cleanroom Operations,
JOE SYNER (12/07/15) Service Center Manager,
MONTRELL CUNNINGHAM (06/01/15) Senior Sales & Service Manager,
FORMER EMPLOYEE,
FORMER EMPLOYEE,
DAN PRILLAMAN (10/26/15) Sales & Service Manager,
ANTONIO PEREZ (12/07/15) Service Center Manager,
CHRIS WELCH (12/14/95) VP of Industrial Operations,
RON BAUBLITZ (09/19/94) General Manager,
JON DENIS (02/17/14) Sales & Service Manager,
MARK ELBERSON (02/16/88) General Manager.



ADI TRAINING AT ADI OFFICES

Left to Right:

ANDRES LOYA (01/05/15) Corporate Sales Representative, Carson Plant,
MARK ESTRADA (04/26/10) Corporate Sales Representative, Los Angeles Plant,
JUSTIN NELSON (04/27/15) Corporate Sales Representative, Irvine Plant,
MIKE RAY (08/06/07) Corporate Sales Representative, Riverside Plant,
MARLON WILKINS (12/30/96) District Sales Manager, Corporate Office,
ANDY HOLLIDAY (11/10/03) Corporate Sales Representative, Los Angeles Plant,
RICK GUERRERO (10/28/13) Corporate Sales Representative, Los Angeles Plant,
TONY SANTOYO (07/07/14) Corporate Sales Representative, Irvine Plant,
MATT FOWLER (11/07/16) Corporate Sales Representative, Carson Plant.



GOLF TOURNEY

Our Annual General Mills Golf Tourney in September was a success! All had a great time. We collected multiple new sales leads, and solidified relationships with current customers!

Our players, Left to Right:

JASON SILLS (10/27/14) General Manager,
DEXTER SMITH Overhead Door, Service Manager,
JR MOORE (08/31/15) Route Manager,
TERRY WAYLAND Power Ford, Fixed Ops Manager.

We didn't get a picture of our two Corporate Sales Representatives that worked our table, but they are **RYAN HEFFNER** (01/28/13) and **NIRAN ETLANTUS** (05/26/15).

Office Managers at their yearly OM Meetings. Thank you for all you do!



OFFICE MANAGER MEETING 2017 AT THE CORPORATE OFFICE

Front Row Left to Right:

DIANNA TOWNSEND (11/13/15) Chula Vista Service Center, **ANA RODRIGUEZ** (01/05/15) Cerritos Distribution Center,
ENEDINA AGUIRRE (03/21/16) Vista Plant, **NICOLE MAXIE** (09/25/17) Carson Plant, **MELISSA BICKLEY** (10/10/14) Richmond Plant,
ROSIE MAGANA (06/07/93) Los Angeles Plant, **LINDA PILGRIM** (02/25/04) Austin Cleanroom Plant, **SANDRA QUEZADA** (12/01/97) Irvine Plant,
AARON ELBERSON (02/07/11) Safety Coordinator, Corporate Office, **BLANCA LOPEZ** (12/11/12) Milpitas Cleanroom Plant,

Back Row Left to Right:

ASHTON GROTH (08/22/16) Fresno Plant, **JULIANA LOPEZ** (06/10/09) Mesa Cleanroom Plant, **DANA HUSSEY** (07/26/04) Moorpark Service Center,
KRISTIN RENNEGARBE (06/29/09) Riverside Plant, **JANETTE CEJA** (01/18/16) Milpitas Plant, **CARMEN BERRELLEZA** (10/26/09) Senior Human Resources
Manager, Corporate Office, **GINA TORRES** (11/18/93) Los Angeles Cleanroom Plant, **JOSIE MARTINEZ** (12/17/01) Phoenix Plant,
SUSIE VALDEZ (06/10/91) Tucson Plant. **CINDY MURFEE** (07/11/11) Colonial Heights Plant,
SYLVIA WILLIAMS (03/11/13) Human Resources Representative, Corporate Office.



DAN CLARK (09/23/68) Chairman of the Board, having a discussion with the Office Managers during their meeting.

ENGLISH AS A SECOND LANGUAGE GRADUATES



THE VISTA PLANT, CELEBRATED THE GRADUATING CLASS OF ENGLISH AS A SECOND LANGUAGE (ESL) ON AUGUST 3, 2017.

Our ESL mission, is to provide our employees basic, work-related English language training and to motivate them to seek further education to ultimately become fluent speakers, listeners, readers, and writers of the English language.

Left to Right: **SYLVIA WILLIAMS** (03/11/13) Human Resources Representative, Corporate Office,
MARIA BENITEZ DE ESPINOSA (11/15/04) Laundry Worker,
IRMA ZAVALA-MORALES (09/15/14) Laundry Worker,
ROSA SANDOVAL (09/07/04) Laundry Worker,
YOLANDA SALIGAN (07/28/14) Laundry Worker,
MARIA CASTILLO (08/08/16) Laundry Worker,
MARTHA ARANGO DIAZ (09/18/14) Laundry Worker,
YAHAIRA RICO (04/07/10) Laundry Worker,
ISMAEL LOPEZ GUERRERO (10/31/16) Washer,
FERNANDO BOLIVAR VAN STRAHLEN (01/30/17) Laundry Worker.



RICHMOND CLEANROOM PLANT CELEBRATES THEIR ESL GRADUATES

Left to Right:

MELISSA BICKLEY (10/10/14) Office Manager,
THAN SOM (04/07/15) Washer,
BOUNMY HOUNGSUN (10/21/09) Folder,
SAVY KHLAING (05/14/12) Soil Sort,
JOCELYN SIGUENZA MARTINEZ (08/08/14) Soil Sort,
SYLVIA WILLIAMS (03/11/13) HR Representative, Corporate Office, and
SONIA BENAVIDES (11/7/05) Stockroom Clerk.

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.



"WHAT PEOPLE ARE SAYING"

From: Steven Manning
Subject: Dameron Team Photo

Good morning Robert,

Just thought I'd send you our yearly group photo with everyone in their new uniforms. My staff looks so professional, thanks again for the work you put in to get "the look" we wanted.

Steven Manning
Environmental Services Director
Dameron Hospital



ROBERT BOSSARDET (08/23/10) *National Direct Sales Account Executive*

From: Steve Plourde
Subject: Service Visit

Mr. Clark,

Just wanted to send you a quick note regarding conducting business with you guys. It was a pleasure meeting you a couple weeks ago during your service visit. You truly made our company feel important, which means everything. I signed a new agreement with Octavio this morning. Thank you for the price savings. Octavio mentioned that next week he will bring the donuts for our smock rack, the new mats that we are going to purchase, and that the new logos getting sewn on our smocks soon.

Thanks again, Steve

P.S... Did I mention how awesome Octavio is? What a pleasure to work with and he's always professional, happy and upbeat.

Steven E. Plourde
Facilities Manager, AS9100 & ITAR Compliance Officer
David Barnes Company

DAN CLARK (09/23/68) *Chairman of the Board*, **OCTAVIO TREJO** (11/28/11) *Customer Sales Representative*, Carson Plant

Rosa,

Thank you for getting the new lab coats rolled out here at Biosearch. And I would like to compliment Gary Rodrigues. He is an excellent customer service rep, who is always available to help and is truly a genuine wonderful person. You should be proud of him!!

Thank you
John Koos
EHS Manager
LGC Biosearch Technologies

ROSA VASQUEZ (01/28/08) *General Manager*, Milpitas Plant,
GARY RODRIGUES (10/20/08) *Customer Sales Representative*, Milpitas Plant.



PRUDENTIAL AWARDED PRESTIGIOUS ENCINA WASTEWATER AUTHORITY 2016 GOLD AWARD

NORTH COUNTY BUSINESSES HONORED FOR ACHIEVING ENVIRONMENTAL GOLD

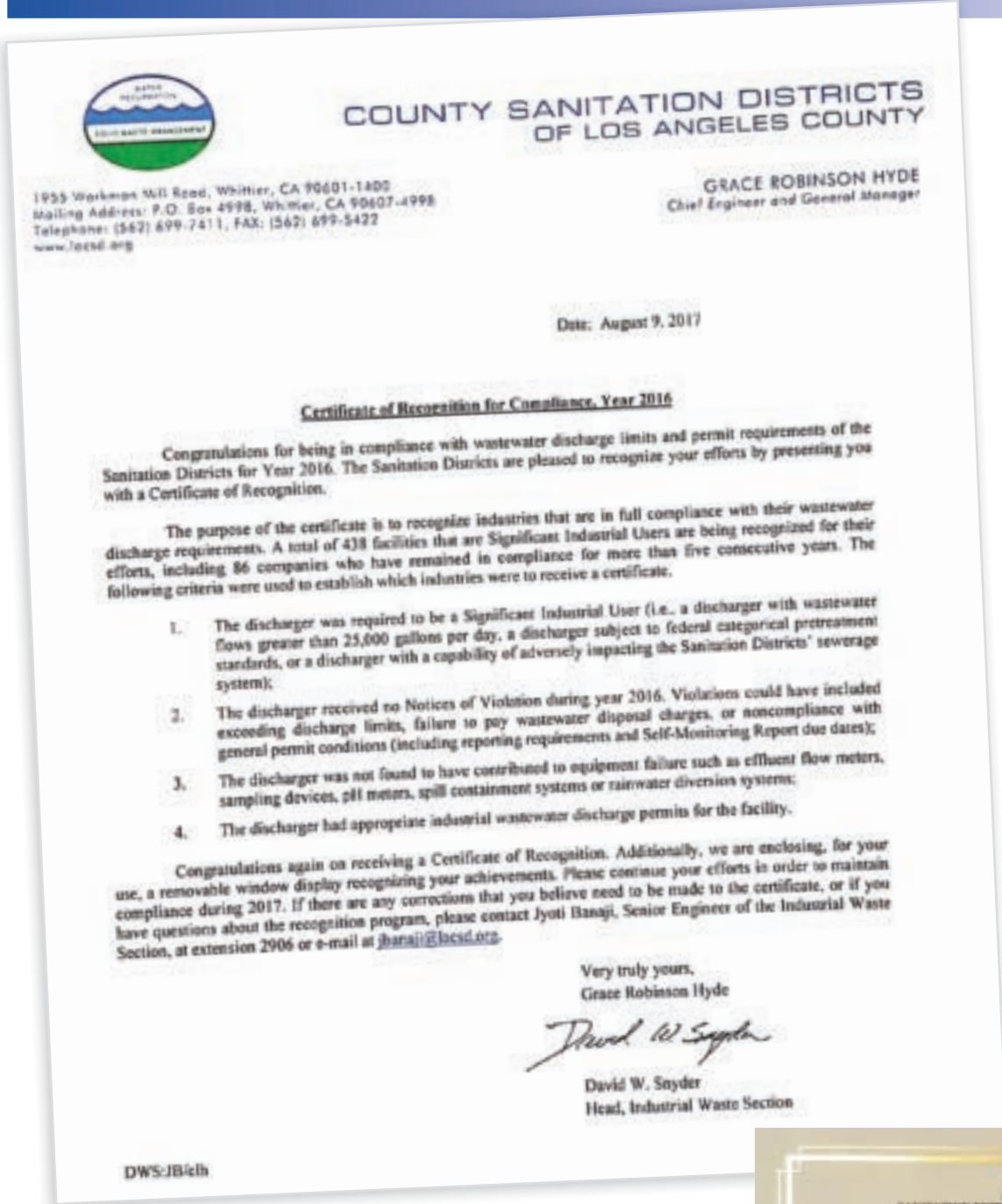
June 21, 2017

Recognizing the critical role businesses play in protecting the ocean, the Encina Wastewater Authority (EWA) honored local businesses that achieved 100% wastewater discharge compliance for 2016 with its prestigious Gold Award. The EWA recognized companies in perfect compliance with local wastewater regulations that did not dispose excess heavy metals and organic compounds. These industries play an important role in protecting the collection system workers, the Pacific Ocean, and the Encina Water Pollution Control Facility. Earning this distinction is no easy task and requires working closely with EWA by following its stringent wastewater discharge requirements and agreeing to unannounced visits from EWA personnel to ensure compliance. Even more importantly, this benefits the marine environment where treated wastewater is eventually released, and ensures that EWA can beneficially reuse the treatment plant's wastewater and solids.



CHRIS BENDER (03/16/15) Maintenance Supervisor at Prudential's Vista Plant WITH THE ENCINA WASTEWATER AUTHORITY DIRECTORS AT AWARD CEREMONY.

CARSON PLANT RECEIVES CERTIFICATE OF RECOGNITION FOR COMPLIANCE



Congrats!





CORPORATE OFFICE CONSTRUCTION

A construction project is underway at the Corporate Office. The project will repurpose space to create offices and meeting space.



APPAREL SERVICES NETWORK GROWS AFFILIATE MEMBER PROGRAM ADDING NEW MEMBER: SITEX

IRVINE, CA – August 21, 2017 – Apparel Services Network (ASN) an industry leader in image apparel national account service programs, announced the expansion of the ASN Affiliate Member program with the inclusion of SITEX. This move will help ASN network customers by offering extended national account coverage and more choices.

Learn more:
<http://www.prudentialuniforms.com/media/press-releases/apparel-services-network-grows-affiliate-member-program-adding-new-member-sitex/>

APPARELSERVICESNETWORK.COM



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TWITTER:

<https://twitter.com/posuniforms>

LINKEDIN:

<https://www.linkedin.com/company/prudential-overall-supply>

FACEBOOK - TWITTER - LINKEDIN

LET'S GET SOCIAL

Hello Team!

We can't thank you enough for your incredible work, dedication, and loyalty to Prudential Overall Supply. Whether you've been part of the Prudential team for a couple of weeks, a few months, or the past decade – you are an integral part of our company's success.

In order to keep our business thriving, there's one other small thing we can all be doing – and it takes just minutes a day.

What is it?

Interacting with Prudential on social media!

By following our pages and liking, sharing, and commenting on our content, YOU can help keep current customers engaged and help us spread the word about POS.

Thank you again for everything you do – we wouldn't be Prudential without YOU.

Ready? Set. Let's get social!

The POS Marketing Team



WE NEED YOUR HELP

Hello Team!

If you enjoy being part of the Prudential family as much as we love having you on the team (we hope this means you!), then it's time to share your thoughts loud and proud.

Please send in a quote (short, long, or somewhere in the middle!) that describes your experience working at POS. We're going to use your honest testimonials as part of our new social media strategy – to help our followers, fans, customers, and prospects get more acquainted with the POS mission, our company culture, and our irreplaceable team members.

What we need from you!

- Your Quote
- Your Name
- Your Title
- Your Location
- Optional headshot or image of you at work, in action!

We can't thank you enough for your help with this project. And don't forget to keep an eye on our social media platforms for your quote's debut!

The POS Marketing Team

SUBMIT ANY TIME TO:

StephanieL@pos-clean.com

Thank you!

WE WANT TO LET OUR CUSTOMERS KNOW HOW PROUD WE ARE OF YOU ON OUR TEAM!

NEW ASSIGNMENTS & PROMOTIONS ...

NEW ASSIGNMENTS & PROMOTIONS IN THE COMPANY

Congrats!



MARK ELBERSON (02/16/88) has agreed to assume the General Manager position in Vista. Always a team player, Mark has been there for the company each time we have had to call on his special talents. With his previous time in Vista, as well as his many other successful assignments, we know that Vista is in good hands.

There were other qualified applicants but we knew that this plant would require his proven track record of performance and unique skill set to help the Vista / Chula Vista teams be a major contributor to the company's success.

Congratulations and thank you Mark!



MIKE WALL (10/18/10) has accepted the responsibilities of General Manager at the Carson plant.

Mike grew up and went to school in Riverside, Ca. After graduation, he learned the construction trades and eventually construction management, where he flourished. Mike decided to change careers and became a Customer Sales Representative at the Riverside plant in 2003. After 4 years, the construction trade reached out to him again and he answered the call. In 2010, Mike decided that laundry is much more stable than the building industry and was recruited back to Prudential at the Carson plant. He ran a route until the opportunity to practice his management skills as a SSM became available in 2015. Mike and his wife Mary have 3 boys, all active in multiple sports, and he coaches some of their teams. We wish Mike well and know that he will be able to lead the Carson team to much success in the future.



STEVE DILEO (06/30/17) is the new General Manager in Richmond. Steve comes to us with extensive knowledge and experience in the Cleanroom industry. Growing up in the Northeast and obtaining his bachelor and master's degrees in mechanical engineering, Steve then served our country in the U.S. Army Quartermaster Corps. After his military duties ended, he found his way into the Industrial Laundry field and has spent over 10 years on both coasts working in the industrial and cleanroom laundry services business.

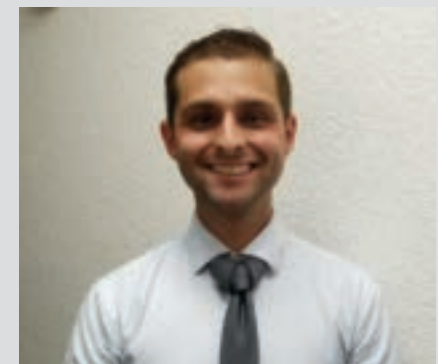
With Steve's extensive experience and many successes in our field, we know that he will be an enormous asset to Prudential and a great mentor for our Richmond staff. Welcome to the Prudential team Steve!



JULIO AGUILAR (11/03/05) has been promoted to Assistant General Manager. He started with Prudential as an MPTP at the Austin facility. He has worked as a Sales & Service Manager at Albuquerque, Vista, and as Service Center Manager in Las Vegas. Coming back full circle he brings his experience back to Texas to oversee the Service Operations in San Antonio, Austin and St. Louis. He enjoys watching sports and listening to live Texas music.



CASEY STARR (03/19/012) has agreed to assume the Assistant General Manager duties in Richmond in order to gain further knowledge and experience in our industry. He has done well in every training position that he's had and will continue to become stronger in his new position.



NATHAN LEAL (06/07/10) has been promoted to Route Manager at the Austin Plant. Nathan started with Prudential at our Irvine plant and transferred to Austin in 2011. He is married with 3 children, he enjoys hunting and spending time with his family.

... IN THE COMPANY



LEE MARTINEZ (07/17/17) joined us in July as our Route Manager at the San Antonio Service Center. He is a Texas native and enjoys watching sports.



DONNY PYNE (04/22/13) has decided to return to the Los Angeles Industrial plant and assume his previous position as a Sales & Service Manager. His previous work at that plant helped them greatly and The General Manager is happy to have him return for continued success.



MATT MURRAY (08/22/16) has been promoted to Sales & Service Manager at the LA Cleanroom. Matt was hired on as a Management Trainee (MPTP) and has been with Prudential since August after graduating from Cal State Fullerton in 2016. He started his training with the Irvine Industrial Plant and learned a lot about Prudential's core business. Matt has been training at the Los Angeles Cleanroom since January and has proved to be a great addition to the team!

Some of Matt's hobbies include hiking, going to the beach, watching / playing baseball (His favorite team is the Yankees), and spending time with his family. His family consists of his mother Pam, father Dan, and sister Ashley who has always given him the most help and support in his life. His sister is expecting her first child, Jason, in May with her husband Rick. Matt is very excited to be an uncle!



KEITH MANN (04/16/07) has been promoted to Sales & Service Manager at the Richmond Cleanroom. Keith has been providing quality service and support as a route manager for the past 10 years and we are sure he will do an excellent job in his new role within Prudential!

Keith is a graduate of Virginia Tech (Go Hokies!) and married his college sweetheart 25 years ago. They have 2 children ages 10 and 13. When not at work, Keith enjoys hanging out with his family, attending the kid's soccer games, fishing, going to the Outer Banks of North Carolina and Reading.



GENNY REYES (08/14/17) has accepted the role of Plant Manager for P71 in Nashua, NH.

Genevieve Reyes, who prefers to go by "Genny", was born and raised in Torrance, California. Genny served in the United States Air Force for 6-years in the career field of Aircraft Mechanic - Flying Crew Chief on C-5 Galaxy aircraft. She achieved her Bachelors degree in Industrial Engineering & Technology while in the Air Force, and pursued careers in production management since becoming a civilian.

She has 15 years experience as a Plant Manager in laundry processing on the industrial side having worked in plants in Arizona and New Hampshire and is excited to transition into the world of clean room.

Her hobbies consist of swimming, weight lifting, fishing, hiking and spending time with her three grandchildren, three dogs, and two parrots. She is proud to be part of the Prudential Overall Supply team and looks forward to meeting you all.



JOSEPH CANO (01/04/16) started with Prudential at our Chula Vista Service Center as a Utility Driver. He was then promoted to Route Manager 6 months later, and has now been promoted to Sales & Service Manager. Joseph will be taking over District 1; he brings many years of customer service experience and has proven to be a leader. Please welcome Joseph to his new position!



DANIEL ERB (06/12/17) is the new Plant Manager for the Austin Cleanroom Plant. He comes to us with an extensive 25 year military career experience and 11 years prior production manufacturing. He has a BA in Political Science and Business Management. He enjoys working out, traveling and spending time with his wife and five children.

NEW ASSIGNMENTS & PROMOTIONS ...



MIKE NIX (08/08/16) has been promoted to Assistant General Manager. Mike joined Prudential Overall Supply in August of 2016 as the Plant Manager in Colonial Heights. Mike is a native of Columbia, SC and attended the University of South Carolina. He has 7 years of prior industry experience and has held various leadership roles in the past 15 years including production manager, operations manager, route manager and plant manager. Mike is an avid USC fan (Gamecocks not Trojans) and enjoys spending time with his wife (Jennifer) and two sons (Will and Lance). Mike also is very involved in teaching at his church. Congrats Mike and we look forward to your continued success with Prudential Overall Supply and the Colonial Heights team!



PEDRO (PETER) AYON (03/27/17) has been promoted to the Production Manager position at the Los Angeles Plant. Peter was born and raised in Los Angeles.

Peter earned an associates degree before entering the work force as a Sales Supervisor for a construction supply company. He joined Prudential in March of this year as a relief CSR. He is currently enrolled in Cal State Long Beach working on a degree in business.

In his off time, Peter enjoys hiking, baseball, football and hitting the gym. His favorite sports team is the Miami Dolphins.



DAVID DOUB (06/12/17) is Austin's new Production Manager. David comes to us with extensive experience in Operations Management in the semiconductor and electronic manufacturing industries. He is an Army veteran serving as a Captain in the 1st Cavalry Division. He has a Bachelor degree from Indiana State and is Six Sigma Certified.

David has been training at the plant since June and is learning both the cleanroom and the industrial processes. This task has its own unique challenges and David has stepped up to the plate working in all areas of the plant utilizing his operations knowledge and experience. We are confident in his ability and look forward to his contributions in improving the overall operation and quality of the Austin production team.

David is married with two children and enjoys fishing, kayaking and with his pilot's license, flying when he can.



NICOLE MAXIE (09/25/17) has accepted the position of Office Manager at the Carson plant. She brings along many years of experience and we are excited to have her here. Nicole was born in the Los Angeles area but was raised in Hawaii. She eventually returned to the Los Angeles area where she raised her three children. Nicole is a huge football and basketball fan. Her favorite teams are the New York Giants and the Golden State Warriors. Nicole was recently married in January 2017. She says that it is lucky for her that he is not a sports fan since she watches enough sports for the both of them. Once again, we are very excited to have Nicole and we look forward to her success.



BRYAN RIVERA (05/13/13) has been promoted to the Maintenance Supervisor position at the Los Angeles Plant.

Bryan was born and raised in Hawaiian Gardens (no that is not in Hawaii). After graduating high school, Bryan began an electrical program at Wyotech. Once he finished his training in 2013, he joined Prudential as a Maintenance Mechanic. He continues to further his education in plumbing, boilers and other trades. In his spare time, Bryan attends Dodger games and loves the L.A. Kings and Green Bay Packers. He is also expecting the arrival of his baby girl, Valerie any time now!



ALAN HAY (08/31/2017) joined Prudential's St. Louis Service Center team as Account Executive. Alan brings extensive industry and related sales experience to the position. We wish him much success to help Prudential grow in the Midwest territory.

EMPLOYEE FAMILY RECOGNITION



NORA COPADO (11/19/07), *Production Supervisor, Los Angeles Plant* is the proud parent of two daughters that have graduated college. Ida Robles (right) graduated California State University of Long Beach, with a degree in Bachelor of Arts, Sociology. Delilah Robles (left) graduated and will receive her degree this year in April 2017 from Cal Poly Pomona, in Bachelor of Science Business Administration, Marketing Management.



EDGAR GUZMAN (06/03/96) *Washer, Los Angeles Plant* is the proud parent of two daughters, one currently in college, and one that graduated. Stephanie Judith Guzman (right), Graduated Syracuse University on 05/10/2015 with a degree in Higher Education. Karen Guzman (not pictured), is attending the University of San Francisco, majoring in Science.



Happy Retirement Fernando! All the hard work has finally paid off. Fernando is the father of **DIANNA TOWNSEND** (11/13/15) *Office Manager of P03 Chula Vista*.



THOUGHT OF THE DAY

From: Sylvia Williams (P00) Subject: Thought of the Day

The recent tragedy in Las Vegas has got me thinking about how lucky I am to be alive. I know most of us get sucked into the fast pace of our work day but we should take the time to be thankful for each day we are given here on Earth, even the bad days. Please remind your loved ones and friends how much you love and care about them.

"To be a team, you must be a family." -Don Meyer

SYLVIA WILLIAMS (03/11/13) *Human Resources Representative, Corporate Office*

APPRECIATION

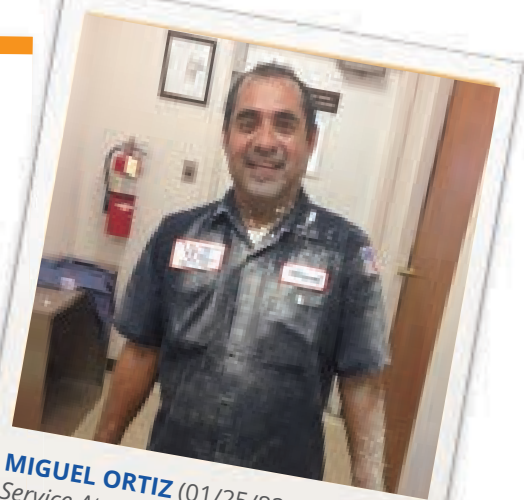
From: Marc O'Leary
Subject: 110%

35 year company veteran Mr. Miguel Ortiz fighting the fight maintaining the Irvine plant, the Corporate Office, and Prudential Overall Supply each and every day.

We appreciate you Miguel and THANK YOU for all that you do.

Best Regards,

MARC O'LEARY (12/07/77)
Vice President Cleanroom Operations



MIGUEL ORTIZ (01/25/82)
Service Attendant, Irvine Plant

NEWLYWEDS



On May 20, 2017 **MELISSA BICKLEY (LETT)** (10/10/14), Office Manager for the Richmond Cleanroom Plant, was married to Richard Wayne Bickley Jr.

CONGRATS!



Congratulations Ryan!

Left to Right:
JON LOCKE (08/09/04)
General Manager
Riverside Plant and
RYAN HULL (04/06/15)
Corporate Sales
Representative.

**RYAN HULL RECEIVES
TOP PRO AWARD**



MILPITAS PLANT SUPPORTING OUR COMMUNITY

Milpitas Industrial Plant Management team came out to support the Big Brother Big Sister 5K walk/run to raise funds and awareness of the need for more Big Brothers and Big Sisters. **ROSA VASQUEZ** (01/28/08) General Manager is currently a Big Sister as part of this program.

Left to Right: Rosa's BBBS little sister Jessica Carbajal, **ROSA VASQUEZ** (01/28/08), **ELIZABETH OSBORN** (08/11/14), **JANETTE CEJA** (01/18/16) Office Manager, Jayzanna Ceja (daughter to Janette), **JOHN URIBE** (04/07/14), **RAPHAEL LEYVA** (11/11/13), **HILDA CHAVEZ** (06/23/14), and Aldo Chavez (son to Hilda).

IN MEMORIAM



In Memory of
BETSY HATHAWAY

BETTY "BETSY" HATHAWAY

Wife of Prudential Overall Supply's Board Member, Harry Hathaway. Betsy passed away on October 10, 2017 surrounded by her family, after battling cancer for several months. Betsy lived a full and accomplished life with a wonderful family and many adored friends worldwide.



In Memory of
JAKE OBERLIN

JAKE OBERLIN

Hired: (01/05/59)
Retired: (04/27/90)
Purchasing Agent
at the Corporate Office



In Memory of
FRANCISCO "JAVI" RAMIREZ

JAVI RAMIREZ

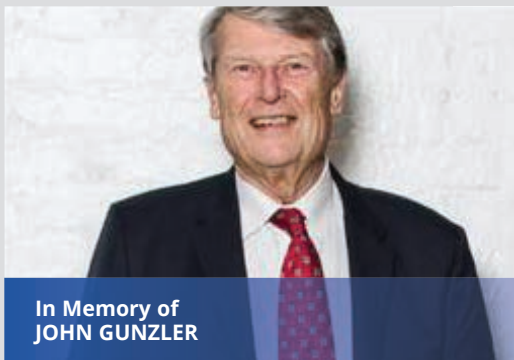
Hired: (04/06/95)
Laundry Worker
Chula Vista Plant



In Memory of
BURL COHEN

BURL IRA COHEN, 70, passed away on August 10, 2017. A 40 year industry veteran, Cohen began his career as a route service person in Oakland, CA, for Aratex and progressed into sales. Subsequently, he was sales/service manager in San Diego and assisted that location in becoming the largest in the area. He moved on to sales roles for Penn Emblem, Penn State Textiles and VF Workwear and was a supplier to Prudential for many years. He will be missed. Cohen is survived by his wife, Sharon.

Source: TRSA Magazine, Volume 101, Issue 3 November 2017.



In Memory of
JOHN GUNZLER

JOHN GUNZLER, passed away this year.

John's honor, integrity and commitment were evident the moment you met him. His impact at Edwards Garments and as a supplier to Prudential for many years and on many others in our industry was immeasurable. We will all mourn him but also never forget him. He will be missed. Please keep his family in your thoughts and prayers.

ANNIVERSARY CELEBRATIONS



HAPPY 25TH ANNIVERSARY, MIKE!

We celebrated Mike Blazer's 25th anniversary with a catered lunch from one of his favorite local restaurant's, we had balloons, a cake, a card, and gave him a watch. He was very surprised! Congratulations Mike!! *Left to Right: JOE SHARMA (09/04/06) Regional Director, MICHAEL BLAZER (07/30/92) Plant Manager, CASEY STARR (03/19/12) Assistant General Manager.*



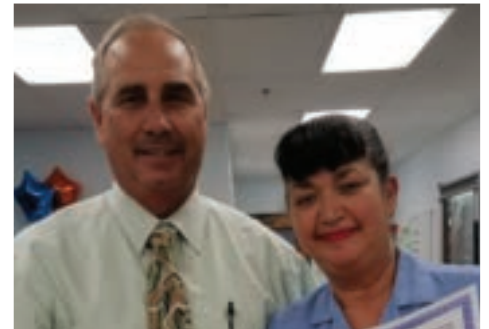
HAPPY 30TH ANNIVERSARY, VICTORIA!

VICTORIA FONSECA (08/18/87)
Production Employee at the Los Angeles Cleanroom Plant.



HAPPY 25TH ANNIVERSARY, EBELIA!

EBELIA ARELLANO (08/03/92)
Production Employee at the Los Angeles Cleanroom Plant.



HAPPY 25TH ANNIVERSARY, AMELIA!

General Manager, **MITCH CUMMINS (07/21/80)** presented *Laundry Worker ROSA AMELIA FELIX (09/04/92)* with her 25th anniversary watch. The plant celebrated with cake and refreshments.

RETIREMENTS



CATALINA HERNANDEZ (08/25/99) Laundry Worker

Celebrating Catalina's retirement after dedicating 18 years of hard work at the Milpitas Industrial facility.



JUDY VEGA

Retired as the **Accounts Receivable/Collection Supervisor** on 05/26/17. She had been with the company since 10/29/90! We wish her well!

NEW BABIES



XENIA MEDINA (06/20/12) Sales & Service Manager, Los Angeles Cleanroom Plant, and her husband welcomed their baby, Zoe Maria Medina on July 14, 2017!



LOS ANGELES PLANT BABY SHOWER

Left to Right: **MATT MURRAY** (08/22/16) Sales & Service Manager, **APRIL SANTOS** (03/31/14) QA Supervisor, **SANDRA MARTS** (07/11/11) General Manager, Baby Brooklyn Marts, **XENIA MEDINA** (06/20/2012) Sales & Service Manager.



Jacob F. Townsend was born on June 13, 2017 to proud parents Jimmy and **DIANNA TOWNSEND** (11/13/15) Office Manager, Chula Vista Service Center, sister Isabella Marie and brother Adrian. He weighed 7 pounds 13 ounces. Jacob and family are doing well, but sleeping less!

Congratulations!



Congratulations to **SANDRA LIEU MARTS** (07/11/11) General Manager, Los Angeles Cleanroom Plant, and her husband on the birth of Ava Rose Marts on July 14, 2017. Ava weighed 8lbs, 11oz., and measured 20 inches.



SERGIO LOPEZ (07/24/06) Sales & Service Manager, Riverside Plant, welcomes his newest grandson, Eli, born on May 13th 2017 to parents Eric and Desirae. Dad is CHP and Mom is Probation Officer. We thank them for their service!

Congratulations!



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MORE FROM NASHUA, NH OPEN HOUSE!



FIRST TIME FLAG IS FLOWN AT NASHUA, NH LOCATION
All progressing well. And yes, that is a huge electrical generator (a first for Prudential) in the background. In case of an emergency it will produce enough electricity to run the plant for a week!



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