



# OFF-THE-CUFF

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1ST SHIFT



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**FEATURING:**  
RICHMOND, VA PLANT  
CLEANROOM



# DAN CLARK'S MESSAGE

December, 2021

## *To Our Friends,*

2021 has been a challenging year for Prudential Overall Supply with the continuation of COVID, supply chain shortages, and a shortage of labor to name a few issues. My dad, our founder, told me there would be situations that would knock you down and you would have had no way to have prepared for them; COVID and its repercussions are just that. His advice was to get back up, persevere, and make quick and appropriate decisions which would address the situation.

It looks like POS will exceed its 2021 revenue and sales plan and make its 2021 profit plan. Today Prudential has 18 plants and 14 service centers located in 14 states. We deliver from these locations to 35 states in POS trucks. Our nearly 2,000 employees will generate over 200 million dollars' worth of service to our customers in 2021.

Prudential will celebrate its 90th anniversary April 11th, 2022. It is quite an accomplishment for a little company that generated \$4.86 in revenue its very first week of service in 1932. I know my dad would be very proud of all the accomplishments POS has made over these 90 years. It has been a team effort of everyone working together to take care of our customers; I extend a big "thank you" to all our employees, customers, and suppliers who continue to make Prudential successful and sustainable.

At this time of year, I cherish the privilege of expressing the company's sincere thanks to each of our employees, customers, suppliers, and friends for the meaningful things they have done for us in 2021, and to extend our heartfelt best wishes for 2022. 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**

Diciembre de 2021

## *Queridos amigos:*

Este 2021 ha sido un año desafiante para Prudential Overall Supply con la continuidad de COVID, la escasez de la cadena de suministro así como de la mano de obra, por nombrar algunos problemas. Mi papá, nuestro fundador, me dijo que habría situaciones que te tratarían de derribar y que no hubieras tenido forma de prepararte para ellas; COVID y sus repercusiones son solo eso. Su consejo siempre era levantarse, perseverar y tomar decisiones rápidas y apropiadas que abordarían la situación.

Por lo visto POS superará su plan de ingresos y ventas para 2021 y hará su plan de ganancias para 2021. En la actualidad, Prudential tiene 18 plantas y 14 centros de servicio ubicados en 14 estados. Entregamos desde estas ubicaciones a 35 estados en camiones POS. Nuestros casi 2,000 empleados generarán más de 200 millones de dólares en servicio a nuestros clientes en 2021.

Prudential celebrará su 90 aniversario el 11 de abril de 2022. Es un gran logro para una pequeña empresa que generó \$ 4.86 de ingresos en su primera semana de servicio en 1932. Sé que mi papá estaría muy orgulloso de todos los logros que POS ha logrado estos 90 años. Ha sido un esfuerzo de equipo de todos trabajando juntos para cuidar a nuestros clientes; Extiendo un gran "muchas gracias" a todos nuestros empleados, clientes y proveedores que continúan haciendo de Prudential un éxito y una sostenibilidad.

En estas épocas del año, aprecio el privilegio de poder expresarles mi más sincero agradecimiento de parte de la compañía a cada uno de nuestros empleados, clientes, proveedores y amigos por las tantas cosas significativas que han hecho por nosotros en 2021, y extender nuestros más sinceros deseos para 2022. Es mi esperanza que podamos mantener vivo el espíritu navideño de fe, amor y buena voluntad hacia todos durante todo el año. Que Dios les conceda a cada uno de ustedes gozo, paz y felicidad en esta temporada festiva y el año que viene.

*¡Feliz Navidad  
a todos!*

**DAN CLARK (09/23/68) Presidente de la Junta Directiva**



# ★ ANNIVERSARIES

## 25 YEARS OR MORE

NAME	PLANT	JOB TITLE	HIRE DATE / YEARS
Clark	J. Daniel	00 Chairman of Board	09/23/1968 53
Verduzco	Elpidia	15 Production Supervisor	03/07/1977 44
Sanchez	Francisco	06 Laundry Worker	05/12/1977 44
Mota	Juan C.	22 Washer	08/09/1977 44
O'Leary	Marc E.	00 VP Distribution Ops	12/07/1977 44
Corral	Maria M.	13 Production Supervisor	07/31/1978 43
Martinez	Ramon R.	02 Washer	10/26/1978 43
Corona	Alberto B.	02 Maint Mechanic	01/16/1979 42
Pelayo	Ricardo R.	09 Maintenance Supv	02/27/1979 42
Loredo	Maria T.	10 Garment Coordinator	06/26/1979 42
Lecair	Laura A.	00 Corp Prod Mgr	08/09/1979 42
Carrillo Huizar	Javier	05 Laundry Worker	04/30/1980 41
Cummins	Mitch	21 General Manager	07/21/1980 41
Freese	Charles K.	00 Senior Systems Analyst	09/29/1980 41
Garcia	Jose J.	05 Customer Sales Rep.	05/11/1981 40
Herrera	Benigno C.	06 Laundry Worker	08/12/1981 40
Robles	Enrique	05 Customer Sales Rep.	11/16/1981 40
Ortiz	Miguel	00 Service Attendant	01/25/1982 39
Balaam	Robert Lee	06 Controller	03/28/1983 38
Maurer	Dan R.	05 Customer Sales Rep.	06/27/1983 38
Opon	Maria	10 Laundry Worker	11/16/1983 38
Boyer	Jimmy	02 Asst General Manager	02/07/1984 37
Valdez	Magdalena	10 Laundry Worker	04/07/1984 37
Hoang	Kim T.	00 Accts Rec Clerk	05/02/1984 37
Herrera	Rodolfo M.	05 Washer	08/08/1984 37
Bernal	Roselia	17 Order Fulfillment Oper	06/18/1985 36
Tamayo	Jose F.	21 Maint Mechanic	07/15/1985 36
Escobar	Ernesto R.	07 Maintenance Supv	11/04/1985 36
Jimenez	Antonio	04 Customer Sales Rep.	01/21/1986 35
Dominguez	Alberto M.	02 Maint Mechanic	03/04/1986 35
Rodriguez	Vicente A.	04 Customer Sales Rep.	04/30/1986 35
Sandoval	Alma D.	07 Order Fulfillment Oper	06/03/1986 35
Uribe	Humberto	04 Production Supervisor	09/02/1986 35
Lara	Yolanda	05 Laundry Worker	09/16/1986 35
Figueroa	Rosa N.	15 Laundry Worker	11/05/1986 35
Fonseca	Victoria	15 Laundry Worker	08/18/1987 34
Reyes	Aurelio C.	04 Laundry Worker	10/12/1987 34
Ordaz	Fabiola	02 Laundry Worker	02/10/1988 33
Elberson	Mark W.	13 General Manager	02/16/1988 33
Brooks	Gary L.	13 Customer Sales Rep.	03/14/1988 33
Flores	Michael R.	13 Customer Sales Rep.	06/13/1988 33
Valencia	Lourdes	08 Laundry Worker	10/24/1988 33
Virues	Jose L.	02 Washer	11/21/1988 33
Cesarío	Eva M.	01 Direct Sales Manager	01/09/1989 32
Chan	Tom	00 Controls Specialist	03/23/1989 32
Kaur	Tarsem	08 Laundry Worker	03/27/1989 32
McKinney	Michael E.	00 Computer Support Spc	03/30/1989 32
Truax	Karen D.	00 Sr ERP Manager	04/10/1989 32
Cadenas	Felisa F.	04 Laundry Worker	06/19/1989 32
Mata Longoria	Saul	05 Laundry Worker	07/27/1989 32
Nelson	Jeffrey A.	00 Director of Operations	08/08/1989 32
Martinez	Audencio	05 Laundry Worker	08/30/1989 32
Serrano	Irma	04 Production Supervisor	09/05/1989 32
Ruiz	Imelda	10 Laundry Worker	10/04/1989 32
Palominos	Magdalena	13 Janitor	11/06/1989 32
Cesarío	Dean	06 Customer Sales Rep.	12/27/1989 32
Corona	Maria A.	04 Laundry Worker	02/26/1990 31
Soto	Felipe	06 Laundry Worker	02/27/1990 31
Leon	Arturo	06 Laundry Worker	03/13/1990 31
Kalert	Christopher	00 Sr ABS Analyst	03/23/1990 31
Blazek	Michael P.	00 Director of Operations	05/21/1990 31
Mendoza	Rebecca C.	09 Laundry Worker	05/29/1990 31
Lemus Gasca	Rogelio	13 Plant Manager	06/13/1990 31
Carrillo	Hilda	07 Plant Support Specialist	06/26/1990 31
Arvayo	Carlos E.	21 Laundry Worker	07/30/1990 31
Valencia-H.	Jorge A.	02 Customer Sales Rep.	09/10/1990 31
Macias	Ana D.	15 Laundry Worker	09/24/1990 31
Sangha	Major S.	08 Laundry Worker	10/10/1990 31
Haghighi	Hilda	00 Accts Rec Clerk	10/15/1990 31
Mezquita	Hilda E.	15 Laundry Worker	10/17/1990 31
Magana	Arturo	04 Customer Sales Rep.	10/29/1990 31
Voros	Stephen A.	00 Project Facilities Mgr	12/03/1990 31
Banuelos	Raquel M.	13 Laundry Worker	03/20/1991 30
Murillo	Maria C.	15 Distributor	04/08/1991 30
Blancas	Elisa	15 Laundry Worker	04/24/1991 30
Briseno	Evangelina	08 Laundry Worker	05/08/1991 30
Garnica Jr.	Ezequiel	22 Washer	05/10/1991 30
Sanchez	Placido	08 Washer	05/16/1991 30
Valdez	Ricardo	13 Sales & Service Mgr	06/11/1991 30
Koury	Rebecca L.	22 Plant Manager	06/24/1991 30
Tinsay-Wong	Merriam	00 Accts Pay Mgr	07/01/1991 30
Sanchez	Fidelia	04 Laundry Worker	09/30/1991 30
Martin	Gerald P.	00 VP Sales & Marketing	04/20/1992 29
Stanton	Mark R.	00 District Sales Manager	07/13/1992 29

## 25 YEARS OR MORE CONT.

NAME	PLANT	JOB TITLE	HIRE DATE / YEARS
Arellano	Ebelia	15 Laundry Worker	08/03/1992 29
Villalobos	Jose De J.	05 Laundry Worker	08/10/1992 29
Felix	Rosa A.	21 Laundry Worker	09/04/1992 29
Covarrubias	Victor	05 Customer Sales Rep.	09/10/1992 29
Schurter	Stefan	00 Senior Vice President	10/26/1992 29
Peraza	Maria E. O.	15 Laundry Worker	11/12/1992 29
Tran	Lonnie Thi	00 Personnel Clerk	01/04/1993 28
Campbell	Martin W.	05 Wholesale CSR	01/19/1993 28
Flores	Cecilia S.	02 Office Clerk	01/25/1993 28
Thompson	John David	00 Executive VP	02/16/1993 28
Vang	Lue	08 Maint Mechanic	04/19/1993 28
White	Ernest D.	00 Fleet Administrator	04/19/1993 28
White	Ana	23 Production Manager	04/19/1993 28
Campos	Ana	15 Distributor	05/05/1993 28
Villanueva	Lilia M.	15 Production Supervisor	05/11/1993 28
Reed	Robert M.	12 Route Manager	06/01/1993 28
Magana	Rosa	05 Office Manager	06/07/1993 28
Ramirez	Maria E. M.	02 Laundry Worker	06/16/1993 28
Cooper	Geoffrey A.	26 Line Driver	07/19/1993 28
Alcantar	Fabiola	15 QA Technician	08/03/1993 28
Armenta	Miguel A.	21 Stock Room Manager	10/04/1993 28
Benavides	Ana Maria	08 Laundry Worker	10/18/1993 28
Banuelos	Maria E.	13 Laundry Worker	02/02/1994 27
Campos	Alfonso B.	10 Customer Service Rep.	03/19/1994 27
Zarate	Gaudalope	21 Laundry Worker	04/14/1994 27
Damitio	Richard	21 Maintenance Supv	05/31/1994 27
Smith	Marty B.	04 Laundry Worker	07/12/1994 27
Quezada	Martha	02 Laundry Worker	10/12/1994 27
Martinez	Francisco	04 Laundry Worker	10/13/1994 27
Salazar	Maria O.	21 Laundry Worker	01/03/1995 26
Walker	Adam	12 Customer Sales Rep.	01/30/1995 26
Rivera	Marcelino	00 Reg Maint. Engineer	01/31/1995 26
Killion	Dean	00 Sr. Director of Sales	03/06/1995 26
Leyerly	Robert	02 Customer Sales Rep.	03/27/1995 26
Bustillo	Jorge	22 Laundry Worker	04/26/1995 26
Ureno	Tony	09 Customer Sales Rep.	07/06/1995 26
Tao	Fawn Si	00 Info Systems Mgr	07/12/1995 26
Reyes	Bertha I.	22 Laundry Worker	08/08/1995 26
Reese	Paul A.	05 Corporate Sales Rep	08/14/1995 26
Smith	Edward	26 Sr Corporate Sales Rep	09/05/1995 26
Coria-Acevedo	Jose	02 Production Supervisor	11/27/1995 26
Welch	Christopher	00 President	12/14/1995 26
Leibick	Stephanie	00 Marketing Manager	01/15/1996 25
Ruiz	Maria E.	06 Laundry Worker	02/13/1996 25
Moreno	Ana	21 Laundry Worker	03/25/1996 25
De La Torre	Romelia	06 Laundry Worker	04/12/1996 25
Munguia	Maria	06 Laundry Worker	05/14/1996 25
Guzman	Edgar	05 Washer	06/03/1996 25
Gastelum	Elizabeth	21 Laundry Worker	06/10/1996 25
Sevilla	Humberto	09 Customer Sales Rep.	06/10/1996 25
Martinez	Emerick	21 Route Manager	06/26/1996 25
Contreras	Ramon	04 Washer	07/09/1996 25
Madrid	Luz	22 Laundry Worker	09/04/1996 25
Guerra De Briones	Dayanara	08 Laundry Worker	09/05/1996 25
Izazaga	Berta	08 Laundry Worker	10/04/1996 25
Rodriguez	Estela	09 Laundry Worker	11/05/1996 25
Leyva	David	13 Maint Mechanic	11/25/1996 25

## 20 YEARS

NAME	PLANT	JOB TITLE	HIRE DATE / YEARS
Hernandez I.	Petrona	50 Laundry Worker	01/02/2001 20
Quinones-Pablo	Alicia	13 Laundry Worker	01/15/2001 20
Johnson	Thelma R.	70 Distributor	01/22/2001 20
Montes Jr.	Jose M.	21 Sr Corporate Sales Rep	02/19/2001 20
Claiborne	Chinita G.	70 Laundry Worker	03/13/2001 20
Cabrera	Miguel	02 Laundry Worker	04/23/2001 20
Ramos Camacho	Maria	13 Laundry Worker	04/26/2001 20
Santiago-Reyes	Armando	13 Laundry Worker	05/07/2001 20
Abarca	Paula D.	04 Laundry Worker	05/14/2001 20
Fuertes Ordóñez	Maria G.	13 Laundry Worker	06/22/2001 20
Gonzalez De Ramon	Yolanda	13 Laundry Worker	07/25/2001 20
Hernandez	Steve	26 Service Center Mgr	08/20/2001 20
Hull	Lydia A	22 Accts Rec Clerk	09/10/2001 20
Lezo	Alberto M.	05 Laundry Worker	09/10/2001 20
Valenzuela	Michael J.	21 Route Manager	09/24/2001 20
Garcia	Jose	08 Laundry Worker	10/29/2001 20
Brooks	Rosalinda M.	13 Laundry Worker	11/16/2001 20
Bleisner	Dennis T.	09 Customer Sales Rep.	11/19/2001 20
Elberson	Micah W.	09 General Manager	12/03/2001 20
Martinez	Josie C.	22 Office Manager	12/17/2001 20

## 15 YEARS

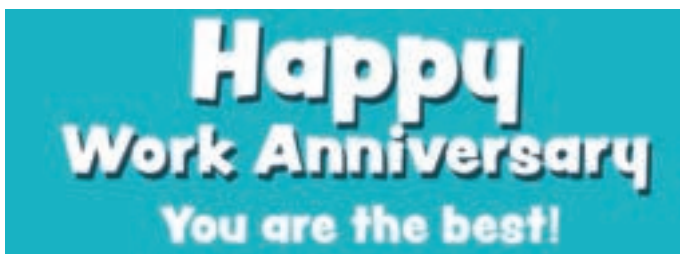
NAME	PLANT	JOB TITLE	HIRE DATE / YEARS
RodriguezDeHerrera Luz O.	15	Laundry Worker	01/23/2006 15
Guerrero Ramon	05	Wholesale CSR	02/06/2006 15
Linares Maribel A.	70	Production Supervisor	02/20/2006 15
Crenshaw Anthony W.	03	Sales & Service Mgr	03/20/2006 15
Mendoza Solis Lorena	10	Distributor	03/27/2006 15
Ramos-Soler Caridad	45	Laundry Worker	03/28/2006 15
Mora Maria G.	10	Laundry Worker	03/30/2006 15
Elias Norma A.	10	Distributor	04/03/2006 15
Navarro-Macedo Olga	50	Laundry Worker	04/18/2006 15
Landin Jean-Pierre	02	Sales & Service Mgr	04/19/2006 15
Ruiz Victoria	70	Distributor	04/19/2006 15
Mora Fausto M. Luisa	09	Soil Sort	05/10/2006 15
Nguyen Thusuong T.	06	Laundry Worker	05/30/2006 15
Solano Eloina	13	Laundry Worker	06/12/2006 15
Nguyen David Van	22	Customer Sales Rep.	07/10/2006 15
Escobar Ligia J.	15	Washer	07/11/2006 15
Delgado Ortiz Miguel A.	70	Route Manager	07/17/2006 15
Hurtado Omar	00	Director of Personnel	07/17/2006 15
Lopez Sergio L.	05	Sr. Sales & Service Mgr	07/24/2006 15
Peace Herlinda	15	Janitor	07/24/2006 15
Guevarra Joel J.	01	Drct Sls IT Spt & Admin	07/31/2006 15
Patton Cory A.	21	Fleet Mechanic	08/07/2006 15
Batista Maybis	45	Laundry Worker	08/09/2006 15
Vargas Elidia	04	Laundry Worker	08/14/2006 15
Garcia Blanca D.	22	Laundry Worker	08/23/2006 15
Ortiz Imelda R.	06	Laundry Worker	08/23/2006 15
Sharma Joe A.	00	Director of Operations	09/04/2006 15
Garibay Robbie A.	22	ABS Clerk	09/05/2006 15
Miramontes Jaime	06	General Manager	09/25/2006 15
Plenert Justin C.	12	Utility CSR	10/09/2006 15
Vega Olaya	23	QA Technician	10/09/2006 15
Grady James E.	00	Computer Support Spc	10/16/2006 15
Huerta Socorro R.	06	Laundry Worker	10/24/2006 15
Cervantes Elvia	15	Laundry Worker	11/15/2006 15
Garcia-Vazquez Beatriz	23	Laundry Worker	11/29/2006 15
Lizardi Sandoval Olivia	23	Laundry Worker	12/14/2006 15

## 10 YEARS

NAME	PLANT	JOB TITLE	HIRE DATE / YEARS
Villagran Felipa	23	Laundry Worker	01/05/2011 10
Anglin Thomas J.	26	Customer Sales Rep.	01/10/2011 10
Durand Hector	00	Safety Manager	01/12/2011 10
Alvarez Gerardo	10	Maintenance Supv	01/17/2011 10
Elberson Aaron M.	00	Safety Manager	02/07/2011 10
Gutierrez Munoz Martha	23	Laundry Worker	02/07/2011 10
Franco Chris A.	08	General Manager	02/14/2011 10
Gutierrez Alvarez Francisco	10	Maint Mechanic	03/07/2011 10
Garcia Zarate Ana Maria	09	Stock Rm Clerk	04/06/2011 10
Rosiles Bernabe L.	06	Washer	04/25/2011 10
Marts Sandra Lieu	15	General Manager	07/11/2011 10
Armstrong Michael	22	Customer Sales Rep.	07/25/2011 10
James Alexander F	22	Route Manager	07/25/2011 10
Rogers Jeff	22	Customer Sales Rep.	07/25/2011 10
Simon-Beroids Yesenia	70	QA Technician	08/09/2011 10
Montes Joshua	15	Sales & Service Mgr	08/10/2011 10
Ruiz Cinthia	15	Distributor	08/15/2011 10
Caldera Veronica	23	Production Supervisor	08/22/2011 10
Balaam Meaghen Beth	00	Sales & Mktg Admin	08/29/2011 10
Williams III George S.	70	Line Driver	08/29/2011 10
Miller Joshua F.	10	General Manager	09/12/2011 10
Moreno Jason	06	Customer Sales Rep.	09/26/2011 10
Mathews Mark A.	06	Maintenance Supv	10/03/2011 10
Favela Jesus	00	Reg Maint. Engineer	10/10/2011 10
Tim Him	70	Laundry Worker	10/31/2011 10
Castillo Elizabeth	15	QA Technician	11/21/2011 10
Trejo Octavio Corona	04	Customer Sales Rep.	11/28/2011 10
Vazquez Bermejo Mabel	15	Laundry Worker	11/28/2011 10
Medina Francisca A.	21	Laundry Worker	12/19/2011 10
McCraney Juan	32	Customer Sales Rep.	12/21/2011 10

## 5 YEARS

NAME	PLANT	JOB TITLE	HIRE DATE / YEARS
Tran Duong Khanh	10	Asst General Manager	01/04/2016 5
Carballo Perez Wendy	80	Laundry Worker	01/08/2016 5
Rosales Francisca De	80	Laundry Worker	01/11/2016 5
Ceja Janette Medina	09	Plant Manager	01/18/2016 5
Moreland Jason E.	81	Customer Sales Rep.	02/01/2016 5
Johnson Jonique Q.	70	Distributor	02/02/2016 5
Gonzalez Ricardo	13	Customer Sales Rep.	02/04/2016 5
Castellanos De Cortez Maria G.	08	Customer Sales Rep.	02/12/2016 5
Franco Andrew	05	Wholesale CSR	02/15/2016 5
Workizer Christopher Jo	06	Customer Sales Rep.	02/15/2016 5
Cunningham Regina Elizabe	07	Order Fulfillment Oper	02/15/2016 5
Rodriguez-Castellanos Odilon	08	Laundry Worker	02/26/2016 5
Lopez Wendy J.	08	Laundry Worker	02/28/2016 5
Rodriguez Maria P.	06	Laundry Worker	03/02/2016 5
O'Quinn Patricia Catar	07	Office Clerk	03/04/2016 5
Bello Guadarrama Marta	06	Laundry Worker	03/07/2016 5
Cook Maria M.	60	Laundry Worker	03/07/2016 5
Johnson Tikkie Regina	70	Laundry Worker	03/07/2016 5
Anzaldo Licona Luis A.	23	Washer	03/16/2016 5
Aguirre Enedina E.	13	Sr. Office Manager	03/21/2016 5
Arroyo Silva Claudio	60	Customer Service Rep	03/21/2016 5
Murga Angel Raul	06	Customer Sales Rep	03/21/2016 5
Walker David W.	80	Sales & Service Mgr	03/21/2016 5
Bernal Yessica	08	Laundry Worker	03/28/2016 5
Gonzalez Rosalinda	08	Laundry Worker	03/28/2016 5
Hernandez Priscilla	01	Direct Sales Admin	03/28/2016 5
Hernandez Kyle Joseph	08	Maint Mechanic	03/28/2016 5
Vasquez Morones Cristhian Enri	07	Asst General Manager	04/12/2016 5
Gonzalez Aaron Michael	21	Washer	04/19/2016 5
Juarez Ruiz Wendy M.	70	Production Supervisor	04/19/2016 5
Morales Garcia Karen N.	07	Production Manager	04/20/2016 5
Robles Gerardo	07	Janitor	04/20/2016 5
Hernandez Carlos Alain	32	Cust Sales Trainee	05/04/2016 5
Robles Maria Esther	07	Order Fulfillment Oper	05/09/2016 5
Estrada Bedolla Uriel	15	Distributor	05/16/2016 5
Manzano Gutierrez Angela	50	Laundry Worker	05/31/2016 5
Barrera Nicolasa	10	Laundry Worker	06/14/2016 5
McCallister Dana Lee	71	General Manager	06/20/2016 5
Gamez-Diaz Juana	60	Laundry Worker	06/27/2016 5
Ortiz Monche Carlos Rafael	55	Customer Sales Rep.	06/27/2016 5
Malagon Jesus	15	Route Manager	07/05/2016 5
Ortiz Maria T.	07	Order Fulfillment Oper	07/07/2016 5
Landeros Joel	05	Laundry Worker	07/11/2016 5
Woods Glen Allen	00	Corp Prod Mgr	07/11/2016 5
Fonseca Miguel A.	07	Maint Mechanic	07/12/2016 5
Tapia Zina	15	Laundry Worker	07/12/2016 5
Salgado Eibon	45	Laundry Worker	07/18/2016 5
Bickel Joel Eric	00	Assoc. Staff Engineer	07/19/2016 5
Ceja Irma Anica	04	Laundry Worker	08/01/2016 5
Gunnings Baldwin N.E.	70	Washer	08/02/2016 5
Tiznado-Ruiz Maria Amalia	70	Laundry Worker	08/02/2016 5
Celis Judelyn Sales	02	Laundry Worker	08/08/2016 5
Romo JR Miguel Angel	21	Customer Sales Rep.	08/08/2016 5
Banda Jose R.	22	Cust Sales Trainee	08/15/2016 5
Gallarzo Gallegos Umeccinda	60	Laundry Worker	09/06/2016 5
Wooden Keshia Nicole	80	Distributor	09/08/2016 5
Osuna Edward C.	03	Customer Sales Rep.	09/14/2016 5
James Jorge Orlando	09	Customer Sales Rep.	09/19/2016 5
Lopez Benitez Juan Birgilio	13	Washer	09/27/2016 5
Elizalde Marmolejo Edgar E.	02	Customer Sales Rep.	10/03/2016 5
Mitchell Garlan Troy	61	Route Manager	10/03/2016 5
White JR. John P.	70	Washer	10/05/2016 5
Lopez Sanchez Jose Manuel	05	Customer Sales Rep.	10/10/2016 5
Reichmann Jack Valan	18	Customer Sales Rep.	10/10/2016 5
Sotelo Castillo Alejandra	60	Laundry Worker	10/17/2016 5
Ozuna Stacey C.	17	Corporate Sales Rep	10/24/2016 5
Pahua Crus Estela	60	Laundry Worker	10/24/2016 5
Hernandez Castilo Reina	70	Production Supervisor	11/02/2016 5
Jimenez Osvaldo	04	Sales & Service Mgr	11/07/2016 5
Martinez Ramos Luis A.	04	Washer	11/14/2016 5
Knight Veronica	70	Laundry Worker	11/16/2016 5
Baez Elizabeth	00	Accts Rec Clerk	11/21/2016 5
Durant Tselane D.	70	Laundry Worker	11/29/2016 5
Foster Sherrie Norma	80	Laundry Worker	12/06/2016 5
Hernandez-Melendrez Richard	15	Route Manager	12/09/2016 5
Chavez Lorena	60	Laundry Worker	12/12/2016 5
Garner Michelle Lee	60	General Manager	12/12/2016 5



# FEATURED CLEANROOM PLANT - RICHMOND, VA

## RICHMOND CLEANROOM PLANT

531 Eastpark Court - Sandston, VA 23150

YEAR OPENED: 1999

CURRENT NUMBER OF EMPLOYEES: 123

CURRENT NUMBER OF ROUTES: 9

**Prudential  
Cleanroom  
Services®**



**CASEY STARR**  
(03/19/2012)  
*General Manager*

Casey Starr started in the company's Management Potential Training Program and has worked as a Route Manager, Sales and Service Manager, assistant General Manager and is now General Manager of the Richmond Cleanroom. "What I enjoy most at Prudential is working with the folks on my team as well as the diverse range of management exercises that comes with running an operation that encompasses Production, Logistics, Human Resources, Sales and Service/ Operations." In his spare time Casey likes spending time with his Fiancé, family and friends. He is a VCU graduate and is currently enrolled at VCU working on his MBA.



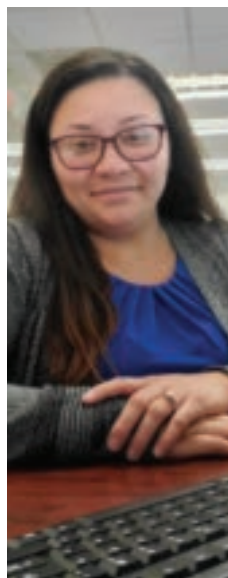
**MOISES VENEGAS**  
(03/25/2019)  
*Assistant General Manager*

Moises started as an MPTP in March of 2019. He trained in both Plant 15 and 05 during his stay in Los Angeles. In January of 2020, he moved to Plant 50/55 as a Sales and Service Manager. In September of 2021, Moises moved to Plant 70, Richmond Cleanroom, to start his role of AGM. During his free time, Moises enjoys spending time with his wife and daughter. He also enjoys working on his cars during the weekend.



**MELISSA BICKLEY**  
(10/10/2014)  
*Office Manager*

Melissa was originally hired as an office clerk and has been office manager since May 2016. Melissa is also a member of the Safety Committee. She is married and has one son, Hunter, who is almost 4 and keeps her on her toes! In her spare time, she enjoys spending time with family, beach trips, exploring new restaurants, traveling, reading murder mysteries, and listening to True Crime podcasts.



**FLOR PAZ**  
(07/19/2018)  
*Office Clerk*

Flor started off in the cleanroom, then moved to distribution, and now is the front office clerk. Flor is married and has 2 children, George who is 6, and Hailey who is 4. In her spare time enjoys shopping, going to the park with her kids, watching movies, and going to church with her family.



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

A Publication of Prudential Overall Supply - Dedicated to the improvement of employee morale and the broadening of customer relationships.

CONTRIBUTING EDITORS: Stephanie Leibick, Marketing Manager & Jerry Martin, Vice President of Sales & Marketing

LAYOUT & DESIGN: Stephanie Leibick, Marketing Manager - A special thank you to the team at the Featured Plant for submitting the plant's employee photos and Featured Customer information.

Please address all correspondence and address changes to: [StephanieL@prudentialuniforms.com](mailto:StephanieL@prudentialuniforms.com)

# RICHMOND CLEANROOM TEAM



**MYLES REUKEMA**  
(01/05/2004)  
*Director of Cleanroom Sales*

Our Richmond ISO Class 3 Cleanroom was our first facility east of the Mississippi River and our catalyst for growth and expansion in the Eastern United States and Puerto Rico; it is an honor to be part of the Richmond team that continues to overachieve their goals year over year. From this state of the art facility the PCS Team is providing the best solutions for our

critical environment customer needs. It is always a joy to work with the Richmond Team they are experts in providing the best solutions in contamination control for our prospects and customer requirements and responsible for the unprecedented growth for more than a decade. In addition to our Richmond Team I also support our Cleanroom Customers and all of our Cleanroom Teams in North America which includes P10 Milpitas CA, P15 Commerce CA, P23/30 Mesa AZ & Denver CO, P50/54 Austin TX & Saint Louis MO, P60 Portland OR, and P71 Nashua NH. I find it very fulfilling when helping people develop in their technical cleanroom knowledge and the strategic sales process; fortunately I support the very best in the industry. My free time is invested with my wife and three children. When home my wife and I hike with our dog often and we are amazed at the wildlife we see in crowded Southern California. I have camped with my children monthly for the last 13 years with the Adventure Guide Program; this will continue. I support and hold leadership positions for a few nonprofits and the family and I am avid martial artist.



**RICH PERRY**  
(04/30/2007)  
*Senior Account Executive*

Rich Perry is the Sr Account Executive for Prudential Cleanroom Services and has been responsible for growth in the Southeast along with Puerto Rico and Canada for the past fourteen years. Rich has been in the uniform\ cleanroom industry since 1994 and started out on an industrial uniform route before moving into a District

Manager position and finally into Cleanroom Sales. Rich comments, "As a fourteen-time Presidents club member and nine-time Gold Star winner I am excited about the continuing opportunities that Prudential offers and look forward to working with our team to achieve our goals. I am a father of two children that are a Practicing Attorney and first year graduate student in Social work both living in South Carolina and married to my wife of 30 years Kayla. We both love to travel and attend sporting events, especially SEC College football and playing golf and exercising in our spare time."



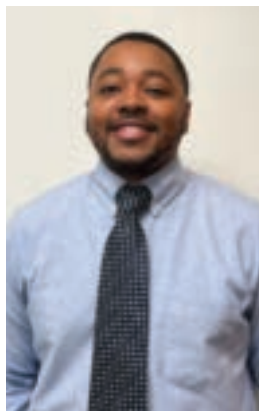
**JEFF GUESS**  
(10/31/2018)  
*QA Supervisor*

Jeff has been with Prudential since October of 2018. While helping maintain a high level of quality for its customer's is his key function he also serves as the Safety Committee Chairman and has helped to develop a safety-first culture within the plant. Outside of Prudential, Jeff enjoys spending time with his wife and twin daughters! Jeff is a big Washington Capitals fan and is still living in the glory days of their 2018 Stanley Cup!



**JOE CHIARIELLO**  
(06/25/2018)  
*Plant Manager*

Joe started with Prudential in 2018 as the Plant Manager for the Richmond Cleanroom. He has worked in the laundry field for quite some time with experience in industrial, hospitality and healthcare laundries. Joe has been married for over thirty years with two grown children, and recently, was blessed with an adorable granddaughter. In his spare time he enjoys kayaking, fishing and hanging out at the beach, as well as rooting for his favorite football teams, the Baltimore Ravens & Virginia Tech (Go Hokies!!!).



**LEE WALTON**  
(04/29/2019)  
*Sales & Service Manager*

Lee began his career with POS about two years ago as an MPTP at the Atlanta, GA service center. Lee is currently one of the Sales and Service Managers for the past year. When Lee is not working, he enjoys spending time with his wife and two kids doing various activities. He is also a big UGA football fan!



**KEITH MANN**  
(04/16/2007)  
*Sales & Service Manager*

Born and raised in Virginia, Keith Mann is currently serving as one of our Sales and Service Managers at Plant 70 in Richmond, VA. Keith has been with the company for about 14 ½ years and has seen a lot of change and growth within the company as well as in the plant. He remembers being the only plant on the East Coast for a few years and has welcomed the addition of Nashua to keep him from going to PA, NJ and NY. Keith has been married for 28+ years to his wife Kim and has two children, Hayden and Cadence, who both are in high school. He is an avid fisherman, loves to read and enjoys going to the beach with the family.

*Great team!*

# RICHMOND CLEANROOM TEAM



**MIGUEL DELGADO**  
(07/17/2006) *Route Manager*

Miguel started working for Prudential as a Garment Coordinator at Amgen Puerto Rico. He currently works at the Richmond, VA cleanroom plant as a Route Manager. Miguel comments, "I have been married 29 years to my lovely wife, and we have raised two beautiful daughters. In my spare time I enjoy the outdoors, traveling, and spending time with my family."



**MIGUEL RODRIGUEZ**  
(04/27/2015) *Route Manager*

Miguel has been with the company for six years starting as a garment coordinator. He quickly learned how to manage the operation and was promoted to Route Manager in 2018. In his free time Miguel enjoys spending time with his family. In his free time he enjoys riding jet skis and going on 4x4 adventures.



**TOREY SCOTT**  
(04/10/2017) *Route Manager - Atlanta Service Center*

Born and raised in Atlanta, Torey Graduated from Clark Atlanta University, and has been working for Prudential since 2017. Torey started his career with Prudential as a jumper with the Industrial team in Atlanta and switched to CSVR for the Cleanroom team in Atlanta and later promoted to Route Manager. Torey enjoys spending time with his two children Riley and Jace when he is not at work.



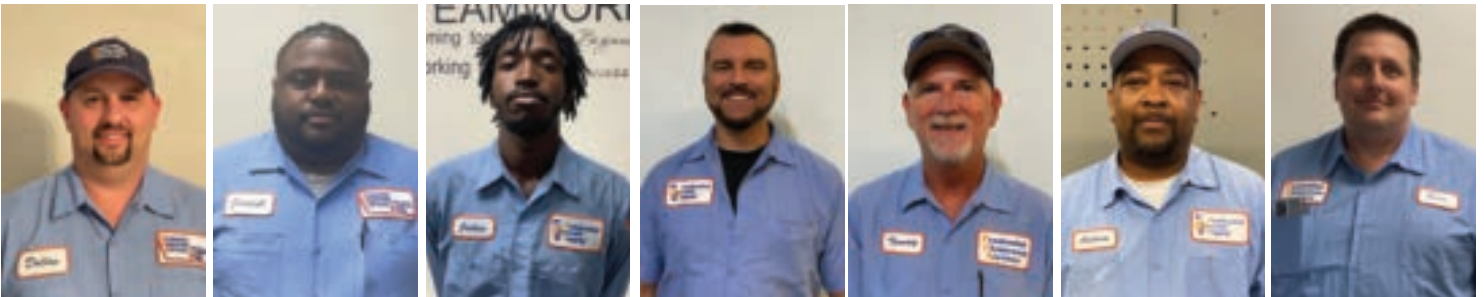
**URIEL RODRIGUEZ**  
(07/06/2021)  
*Day Shift*  
*Production Manager*

Uriel comments, "I'm fairly new to the Prudential family; I recently started my position on 07/06/21 as the Production Manager for Plant 70 in Richmond, VA. In my free time I enjoy working on my cars in the garage or hitting the water for some afternoon fishing."



**RACHAEL METZGER**  
(05/25/2021)  
*Night Shift*  
*Production Manager*

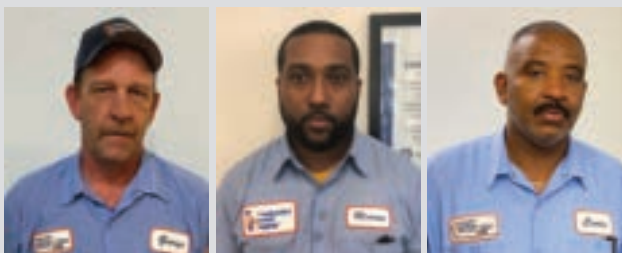
Rachel comments, "I recently joined Prudential in May and enjoy working with the employees. In my free time I enjoy traveling and spending time with my family."



## CUSTOMER SERVICE REPRESENTATIVES

*Left to right:*

- DALLAS VASQUEZ** (07/27/2015)
- JERRICK WRIGHT** (11/12/2018)
- JOSH WILLIAMS** (08/21/2020)
- MIKE SULLIVAN** (10/14/2019)
- TOMMY ALLEN** (07/28/2015)
- ANDREW MCLAUGHLIN** (11/10/2020)
- CHARLES "BRIAN" ADKINS** (09/21/2020)



*Left to right:*

- GEORGE WILLIAMS** (08/29/2011)
- MARCUS SMITH** (12/05/2015)
- CURTIS GREEN** (08/13/2012)

## LINE DRIVERS



# RICHMOND CLEANROOM TEAM



**JEFF GUESS**  
(10/31/2018)  
QA Supervisor

**TEHANIE AQUINO**  
(08/18/2021)  
QA Technician



## QUALITY ASSURANCE TEAM



## 1ST SHIFT CLEANROOM LAUNDRY WORKERS

Left to right:

- KAYLA PEEBLES** (9/13/2019) Laundry Worker
- IRIS DE LA O** (4/30/2019) Laundry Worker
- BOUNMY HOUNGSUN** (10/21/2009) Laundry Worker
- KAREN NOYOLA** (7/3/2019) Laundry Worker

- ANA SEGOVIA** (7/13/2021) Laundry Worker
- GHOY PHAT** (6/22/2010) Laundry Worker
- MARIA TIZNADO** (8/2/2016) Laundry Worker
- SREYMOM HUN BAKRI** (1/29/2010) Laundry Worker

- HIM TIM** (10/31/2011) Laundry Worker
- ANGELICA ZEPEDA** (10/27/2021) Laundry Worker
- SILVIA GOMEZ** (7/11/2018) Laundry Worker
- JAKELINNE JUAREZ** (5/17/2018) Laundry Worker
- BERONICA LIZAMA** (6/2/2021) Laundry Worker



## 2ND SHIFT CLEANROOM LAUNDRY WORKERS

Left to right:

- RONALD DIAZ** (9/30/2019) Laundry Worker
- NO KO ZA MAN** (7/13/2021) Laundry Worker
- ROMELO RIVERA** (4/15/2021) Laundry Worker
- NOLVIA GARCIA** (3/23/2020) Laundry Worker

- TYVIELLE DAVENPORT** (5/24/2021) Laundry Worker
- NUR JAN** (4/15/2021) Laundry Worker
- AH KO** (7/2/2021) Laundry Worker
- MARQUIS DURANT** (4/5/2021) Laundry Worker
- ROSARIO RAMIREZ** (4/16/2021) Laundry Worker

- JENNIFER MARTIN** (7/15/2019) Laundry Worker
- SANDRA CALDERON** (10/15/2020) Laundry Worker
- DORA HERRERA** (1/24/2020) Laundry Worker
- REINA HERNANDEZ** (11/2/2021) Laundry Worker
- AH DU KRAIN** (7/13/2021) Laundry Worker

# RICHMOND CLEANROOM TEAM



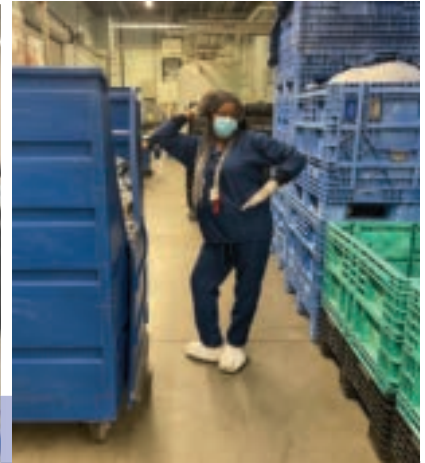
## 1ST SHIFT CLEANROOM SOIL SORT

Left to right:

**TSELANE DURANT** (11/29/2016) Laundry Worker  
**SHEILA PERCY COTMAN** (11/22/2000) Laundry Worker  
**MARY JACKSON** (6/21/2010) Laundry Worker  
**ERVING PETERSON** (10/31/2005) Laundry Worker  
**MARY PARKER** (11/3/2009) Laundry Worker  
**SHERYL RAINEY BROWN** (8/1/2005) Laundry Worker

Not pictured:

**BRENDA JACKSON** (8/6/2015) Laundry Worker  
**PRISCILLA LAWSON** (11/3/2009) Laundry Worker  
**ANTHONY ALSTON** (3/25/2021) Laundry Worker  
**APRIL FELLOWS** (9/8/2021) Laundry Worker



**CHINITA CLAIBORNE** (3/13/2001)  
 Laundry Worker in her stylish  
 pose in the warehouse.



## 2ND SHIFT CLEANROOM SOIL SORT

Left to right:

**JJOYCE JOHNSON** (9/15/2021) Laundry Worker  
**VERONICA KNIGHT** (11/16/2016) Laundry Worker  
**CHIT KO** (10/4/2019) Laundry Worker

**FELICIA HARDING** (5/19/2021) Laundry Worker  
**TIKKIE JOHNSON** (3/7/2016) Laundry Worker  
**DEKISCHA RICKS** (9/29/2021) Laundry Worker

**ANTHONY ALSTON** (3/25/2021) Laundry Worker

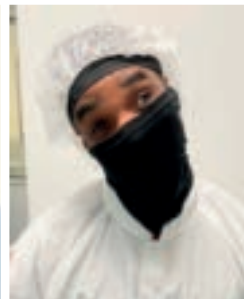


## WASHERS

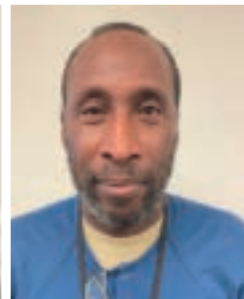
**ZACH EVERETT**  
 (9/4/2020)



**PAUL BROWN**  
 (4/9/2019)



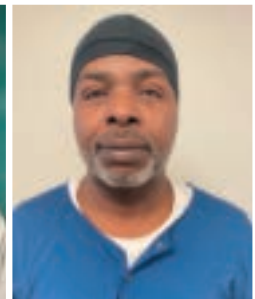
**JOHN WHITE**  
 (10/5/2016)



**BALDWIN "SONNY"  
 GUNNINGS** (8/2/2016)



**THAN SOM**  
 (4/7/2015)



**ALFONSO GAMBLE**  
 (8/3/2021)

# RICHMOND CLEANROOM TEAM



## 1ST SHIFT CLEANROOM DISTRIBUTION

Left to right:

**VICTORIA RUIZ** (04/19/2016) Distributor

**THELMA JOHNSON** (01/22/2001) Distributor

**KIARA NALES** (11/01/2019) Distributor

**JONIQUE JOHNSON** (02/02/2016) Distributor

**LASHAWN PEAY** (06/10/2008) Distributor



## 2ND SHIFT CLEANROOM DISTRIBUTION

Left to right:

**NO KO ZA MAN** (07/13/2021) Laundry Worker

**TARA HURTT** (04/16/2020) Distributor

**TEHANIE AQUINO** (08/18/2021) Distributor

**JONASIA THOMPSON** (10/07/2020) Distributor

**AUNG KO** (09/12/2019) Distributor

**PAMELA WILLIS** (09/18/2019) Distributor



## MAINTENANCE

Left to right:

**RICKY BOWERY** (06/04/2021)

Maintenance Mechanic

**LEE VENG** (02/23/2004)

Maintenance Supervisor

**SAVY KHLAING** (05/14/2012)

Maintenance Mechanic

**SCOTT FLIPPO** (09/20/2021)

Maintenance Mechanic

# RICHMOND CLEANROOM TEAM



## 2ND SHIFT CLEANROOM STOCKROOM

Left to right:

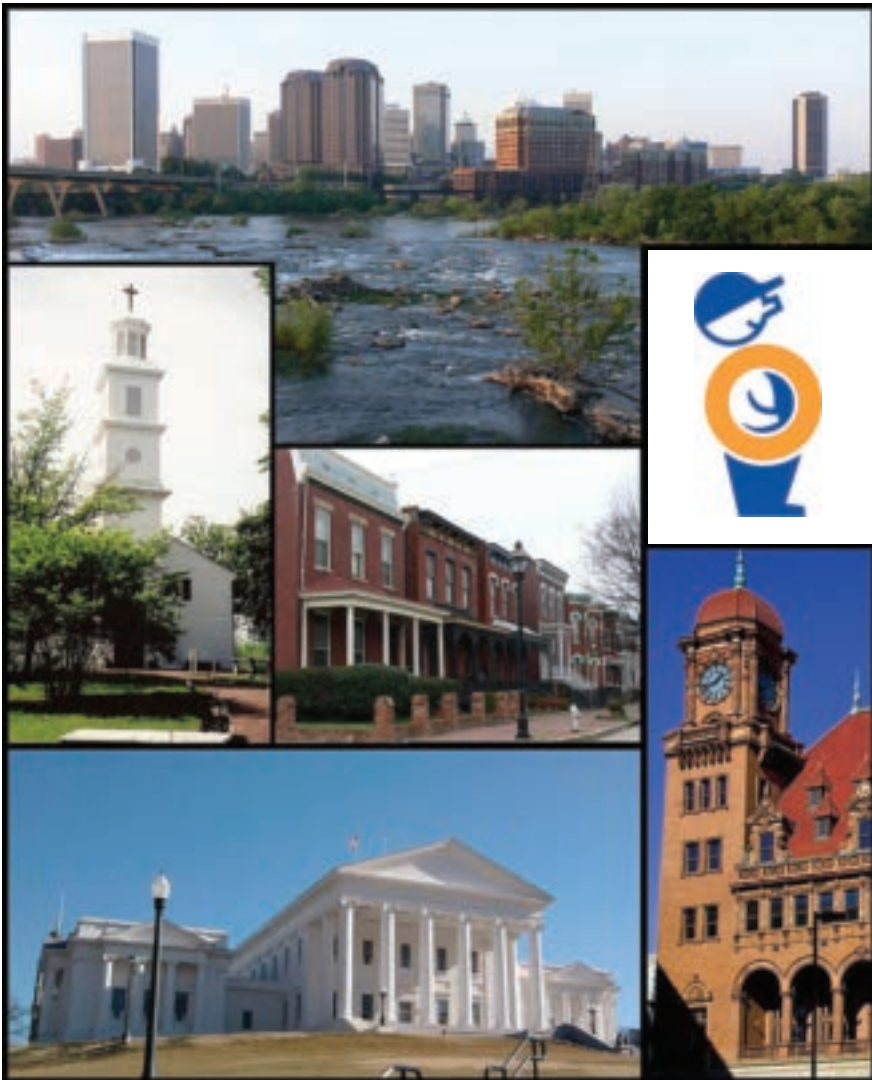
**JOSE CASTANEDA** (04/16/2021) *Laundry Worker*

**HEIDY GARCIA** (02/18/2020) *Laundry Worker*

**ELSI RUIZ** (06/04/2021) *Laundry Worker*

**JAMES WEBEL** (08/24/2020) *Laundry Worker*

**WENDY JUAREZ** (04/19/2016) *Production Supervisor*



Richmond is the capital city of the Commonwealth of Virginia in the United States. It is the center of the Richmond Metropolitan Statistical Area (MSA) and the Greater Richmond Region. Richmond was incorporated in 1742 and has been an independent city since 1871. The Richmond Metropolitan Area has a population of 1,260,029, the third-most populous metro in the state.

**Prudential  
Cleanroom  
Services®**  
*Great team!*

# PRUDENTIAL'S PUERTO RICO SERVICE TEAM

## PUERTO RICO CLEANROOM ONSITE SERVICES

YEAR OPENED: 2006

CURRENT NUMBER OF EMPLOYEES: 7



Left to right:  
**MIGUEL RODRIGUEZ** (04/27/2015)  
Route Manager

Garment Coordinators  
**JORGE MURIEL** (03/28/2016)  
**CHRISTIAN VAZQUEZ** (09/09/2019)  
**JONATHAN BAEZ** (05/18/2020)  
**IAN HERNANDEZ** (06/21/2021)  
**KENNETH DIAZ** (06/21/2021)  
**MIGUEL HERNANDEZ** (06/21/2021)



**MIKE BLAZEK**  
(05/21/1990)  
Director of Operations



**CASEY STARR**  
(03/19/2012)  
General Manager



**MOISES VENEGAS**  
(03/25/2019)  
Assistant General Manager



**MELISSA BICKLEY**  
(10/10/2014)  
Office Manager



Puerto Rico - Spanish for 'Rich Port' abbreviated PR. Officially the Commonwealth of Puerto Rico is a Caribbean island and unincorporated territory of the United States. It is located in the northeast Caribbean Sea, approximately 1,000 miles (1,600 km) southeast of Miami, Florida.

# RICHMOND CLEANROOM PLANT FEATURED CUSTOMER...

*Prudential  
thanks you for  
your business!*



## Wolfspeed at a glance

Wolfspeed's founders were the first to successfully commercialize Silicon Carbide, and for more than 30 years have focused on designing and supplying the industry's highest-performing Silicon Carbide and GaN-on-Silicon Carbide materials and devices for high-power applications.

<p>Founded</p> <p><b>1987</b></p> <p>NC State</p>	<p>Headquarters</p> <p><b>Durham</b></p> <p>North Carolina</p>	<p>Global Footprint</p> <p><b>17</b></p> <p>Countries</p>	<p>People</p> <p><b>3,500</b></p> <p>Employees</p>
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### UNLEASHING THE POWER OF POSSIBILITIES™

*"Our company represents more than 30 years of innovation, first as Cree, then as Cree | Wolfspeed, and now as Wolfspeed. Pushing the limits of what's possible with relentless passion and ingenuity will remain in our DNA as we enter the next phase of our company's growth. The Wolfspeed name, synonymous with Silicon Carbide leadership and representative of the value we deliver to customers, will power that growth. Now is an exciting time for us and our company—whole industries are being reinvented, and Wolfspeed is providing the technology to drive that transformation."*

**GREGG LOWE**  
CHIEF EXECUTIVE OFFICER



### CUSTOMER SINCE: **2019**



#### About Us

We're leading the transformation from silicon to silicon carbide and GaN as we shape the future of semiconductor markets: the transition to electric vehicles, the move to faster 5G networks, the evolution of renewable energy and energy storage, and the advancement of industrial applications. After more than thirty years of forging new technology adoption and transformation, our Wolfspeed® power and radio frequency (RF) semiconductors are leading the industry through unrivaled expertise and capacity. What's next? We believe anything is possible through hard work, collaboration and a passion for innovation.

#### CURRENT PRUDENTIAL PRODUCTS PROVIDED:

- Coveralls
- Frocks
- Hoods
- Boots
- Shoe Covers
- Lab Coats
- Shoe Covers
- Garment Bags
- Facemasks



## Silicon Carbide Expertise

### SILICON CARBIDE EXPERTISE

Wolfspeed's founders were the first to successfully commercialize Silicon Carbide, and for more than 30 years have focused on designing and supplying the industry's highest-performing Silicon Carbide and GaN-on-Silicon-Carbide materials and devices for high-power applications.



## Portfolio

### PORTFOLIO

As a pioneer in Silicon Carbide semiconductors, we now field the world's broadest, most capable portfolio of next-generation, Silicon Carbide MOSFETs, Schottky diodes and power modules for power and industry needs.



## Capacity Expansion

### CAPACITY EXPANSION

We are currently constructing the world's largest Silicon Carbide fabrication in Marcy, New York. This brand new, state-of-the-art power and RF wafer fabrication facility will be automotive-qualified and 200mm-capable. It is complemented by our mega materials factory expansion currently underway at our Durham, North Carolina headquarters.



**COMMAND BULLOCK** (07/19/21) and **DEMARIO TAYLOR** (07/19/2021) are the Garment Coordinators dedicated to the Wolfspeed account from Prudential Cleanroom.



**MOISES VENEGAS** (03/25/2019) Assistant General Manager proud to service Wolfspeed with all their cleanroom needs.



**CASEY STARR** (03/19/2012) General Manager and **KEITH MANN** (04/16/2007) Sales & Service Manager in front of the Wolfspeed building.



## A MESSAGE ABOUT SAFETY...

Congratulations to the Phoenix plant for maintaining their OSHA VPP Certification! Showing that despite adversity they can continue to focus on the safety of their employees. After all the hard work they celebrated their recertification with all the employees and the invited Arizona OSHA representatives.

Not to be out done, the Portland Cleanroom celebrated their own achievement of one entire year without a recordable injury! Well done Portland team, thank you and congratulations!

Over the summer, the Riverside plant celebrated their commitment to the safety program with games, food, and prizes.

The STOP committee and 3 subcommittees introduced themselves to new and tenured employees and recruited employees to join them. A total of 10 employees signed up to join a committee and actively engage the safety program.

5 carnival games were set up to teach the importance work-place safety. Prizes and gift cards were raffled off to 10 lucky employees who participated in the event.

## Congrats Phoenix Plant on VPP Certification!

The Arizona Division of Occupational Safety and Health Consultation Department presented Prudential with its VPP Designation on October 8, 2021. The Arizona Division of Occupational Safety and Health (ADOSH) Consultation Department presented Prudential, with its "STAR Site" designation through the Voluntary Protection Program, "VPP." Companies and jobsites that are awarded the STAR designation demonstrate exemplary and comprehensive safety and health management systems.

ADOSH held a VPP Ceremony at Prudential's Phoenix, AZ plant where the location was recertified as a STAR site and presented with a VPP plaque and flag. Dale Schultz, Industrial Commission of Arizona Chairman, had this to say regarding the significance of achieving VPP status and its importance to the State of Arizona:

"Maintaining VPP isn't easy, and that's on purpose. At the Industrial Commission of Arizona, we want to make sure that those who achieve VPP, and maintain it, are really all in on workplace safety. This means changing what it means to have a safe workplace and changing the culture surrounding workplace safety. By investing the time and energy Prudential Overall Supply has into maintaining their VPP status, they are showing Arizona, their customers, and most importantly their workforce that their employees are their most important resource and they're willing to go above and beyond to protect them."

VPP is the Occupational Safety and Health Administration's (OSHA) highest program of recognition across the United States. It recognizes employers and workers in private and federal workplaces who have exemplified effective safety and health management systems. On average a VPP Star worksite has a Days Away Restricted or Transferred (DART) case rate of 50% below the average for its industry.

To qualify for VPP status, employers must apply to OSHA, have at least three consecutive years of incident rates below industry average and undergo an onsite evaluation by a team of safety and health professionals. VPP participants and sites earning the "STAR Site" designation is re-evaluated every three to five years to remain in the program. VPP participants are exempt from OSHA programmed inspections while they maintain their VPP status.

Currently, only 64 Arizona companies out of more than 176,000 are VPP "Stars."





*Richmond Cleanroom*

**8 WEEKS WITHOUT SAFETY INCIDENT!**

*Richmond Cleanroom Plant 1st shift celebrated with Chick Fil A breakfast for going 8 weeks without a safety incident. Keep up the great work Team! We look forward to doing this again in another 8 weeks!*



**365 DAYS WITHOUT SAFETY INCIDENT!**

*Portland Cleanroom*



**COMMITMENT TO SAFETY CARNIVAL!**

*Riverside Industrial*



*Safety Matters*

## INDUSTRIAL PRODUCTION MANAGER BOOTCAMPS



June 21, 2021



Please join the Corporate Production department in congratulating:

**ABEL VALENCIA** (09/10/1990) *Customer Sales Representative, Riverside Plant*  
**PETER AYON** (03/27/2017) *Production Manager, Los Angeles Cleanroom Plant*  
**LUIS FIGUEROA** (08/02/2019) *Production Manager, Irvine Plant*  
**VINCE MARACCINI** (05/07/2007) *Production Manager, Carson Plant*

Each one of the participants successfully completed 12 hours of reading material prior to the meeting and went through a rigorous 40 hour training session. During the Boot Camp they were exposed to a wide array of topics pertaining to running a facility, running an effective production floor and how to conduct process improvement.

We would like to thank the Fresno team for hosting us well beyond the call of duty. Additionally, special thanks to all the presenters that participated in training and coaching our class of production managers. Through all our combined efforts we will empower our future Production Managers with all the tools they need to reach their full potential.

Congratulations!



## INDUSTRIAL PRODUCTION MANAGER BOOTCAMPS CONT.

April 2021



Please join the Corporate Production department in congratulating:

**LEO HOYOS** (12/01/2003)  
*Plant Manager Trainee - Tucson Plant*

**PATRICIA AVILA** (04/24/2017)  
*Plant Manager - Riverside Plant*

**JANA COMER** (01/16/2017)  
*Vice President of Finance - Corporate Services*

They participated and completed the training of the many relevant topics pertaining to running an effective Production floor.

We would like to thank the contributing presenters and guests of last week's PMBC with a special thanks to Vista Plant Team for generously hosting the event.

We look forward to seeing how their training will be implemented into their home plants over the years.

Congratulations!

September 2021



Left to right:

**JUAN RODRIGUEZ** (05/10/2021) *Production Manager - Austin Plant,*  
**TRACEY HAIRSTON** (06/07/1999) *Production Manager - Colonial Heights Plant,*  
**GLEN WOODS** (08/09/79) *Corporate Production Manager,*  
**FERNANDO LOPEZ** (09/20/2013) *Assistant Plant Manager - Portland Plant.*

Please join the Corporate Production department in congratulating:

**JUAN RODRIGUEZ** (05/10/2021) *Production Manager - Austin Plant*  
**TRACEY HAIRSTON** (06/07/1999) *Production Manager - Colonial Heights Plant*  
**FERNANDO LOPEZ** (09/20/2013) *Assistant Plant Manager - Portland Plant*

in successfully graduating from Prudential Overall Supply's Industrial Production Manager Bootcamp. They participate and completed the training of the many relevant topics pertaining to running an effective Production facility.

We would like to thank the contributing presenters and guests of this bootcamp with a special thanks to Phoenix Plant Team for generously hosting the event.

We look forward to seeing the continued growth of this graduating class over the years to come. Congratulations!



## 2021 PLANT MANAGER MEETING



One more successful Plant Manager Meeting is in the history books. After almost two years without an in person meeting, most participants stated that energy that was felt amongst the plant manager group was without a doubt the best one to date. During the week the group learned about a wide variety of topics, participated in team Building activities and on a challenging Continuous Improvement (CI) Workshop.

The highlights of the week included a bowling and a CI competition. As you know, the Plant Managers are a highly competitive group of individuals. Please see attached pictures of the Bowling winning team and the CI Winning Team.

Production and Engineering would like to thank Plant 06 Irvine and Plant 07 Cerritos for hosting facility tours. In addition a special thanks goes to Shawna Bowen for pivoting when a Power Outage threatened to shut our meeting down.

Once again, thank you to all presenters and participants that made this year's meeting one that will be talked about for years to come.



## 2021 KAIZEN - WHITE BELT CONTINUOUS IMPROVEMENT

**Kaizen** - the Sino-Japanese word for "improvement", is a concept referring to business activities that continuously improve all functions and involve all employees from the CEO to the assembly line workers. Kaizen also applies to processes, such as purchasing and logistics, that cross organizational boundaries into the supply chain.

They are asked to complete a Six Sigma White Belt certification that has been developed exclusively for the Management and Strategy Institute and designed to give our students student a brief overview of Six Sigma and Lean principles. This program will cover exactly what Six Sigma is and why it is being used in businesses around the world to streamline operations and eliminate waste.



White Belt certifications in Lean 6 Sigma for our **URIEL RODRIGUEZ** (07/06/2021) 1st Shift Production Manager, **JOE CHIARIELLO** (06/25/2018) Plant Manager and **RACHAEL METZGER** (05/25/2021) 2nd Shift Production Manager

Way to Go Richmond Cleanroom!



Distribution Center Team Lean Six Sigma White Belt Certified!

Left to right:

**JAVIER CASTILLO** (1/12/2017) Quality Assurance Supervisor

**YESICA PLASCENCIA** (12/11/2020) Production Supervisor

**KAREN MORALES** (4/20/2016) Production Manager

Rear - **ROBERT HENRIQUEZ** (4/23/2019) Plant Manager

**SANDY PLASCENCIA** (12/18/2020) Production Supervisor

**ANA MIRAMONTES** (1/05/2015) Office Manager

Seated Above - **PATRICIA O'QUINN** (3/04/2016) Office Clerk

**DAISY CERVANTES** (2/01/2021) Office Clerk

## 2021 MPTP MEETING

### MANAGEMENT POTENTIAL TRAINING PROGRAM

As Prudential recognized a need to develop future leaders for the company, the Management Potential Training Program (MPTP) was launched as a fast-track program to educate individuals about our business and expose them to leadership principles. The program moves these MPTPs through training in production, service and sales during a year-long period. Our MPTPs bring strong academic backgrounds as university graduates along with outside work experience from a number of fields.

Many of today's leaders at Prudential have come from the MPTP program, including our President, Chris Welch. Several of our other leadership roles have also been filled by MPTPs, including General Managers, Assistant General Managers, Sales & Service Managers, District Sales Managers, Director of Operations and Plant Managers. The success of the program has made a great impact to our business. We look forward to continuing this program as one of the many ways that Prudential invests in its people. Developing all employees to reach their full potential is an important part of our company's mission and the MPTP program is an excellent example of how we are building for the future.



Left to Right:

**ROD HERNANDEZ** (03/01/2021) MPTP

**MICHAEL POUNCY** (01/18/2021) MPTP

**BRYAN LARA** (01/25/2021) MPTP

**MARTIN MURATALLA** (11/16/2020) MPTP

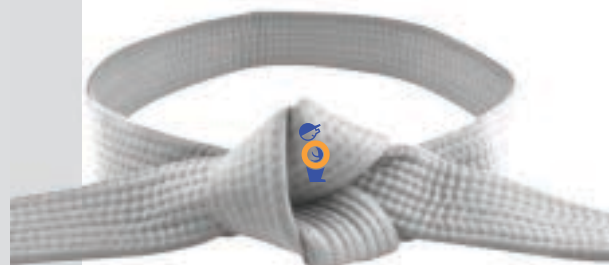
**JONATHAN CADY** (04/12/2021) MPTP

**ELIANA RIOS** (06/21/2021) MPTP

**JOE LOPEZ** (11/20/2020) MPTP

**MATTHEW JARRETT** (01/18/2021) MPTP

# TEAM WORK!



## 2021 MAINTENANCE SEMINAR



Prudential Maintenance Team - Team Activity at Go-Kart World



Maintenance Team Dinner



Dryer Controller Training



Heat Reclaimer Training

## 2021 OFFICE MANAGER TRAINING SEMINAR



Left to right:

- MADELINE CERA** (06/18/2018) Milpark
- DANA HUSSEY** (07/26/2004) Moorpark
- JULIANA LOPEZ** (06/10/2009) Mesa Cleanroom
- BLANCA LOPEZ** (12/11/2012) Milpitas Cleanroom
- LORA LOPEZ** (09/24/2018) Riverside
- GABRIELA SEGURA** (09/13/2012) Los Angeles Cleanroom
- LIANA MIRAMONTES** (03/23/2015) Carson Plant
- STEPHANIE GROVES** (11/06/2019) Colonial Heights
- CARLOS PANIAGUA** (08/05/2019) Fresno

- CHELSI CRAIG** (03/05/2018) Vista
- ROSA MAGANA** (06/07/1993) Los Angeles
- MARIBEL AGUERO** (09/08/2009) Austin Cleanroom
- LETICIA ORTIZ-ACOSTA** (03/12/2018) Irvine
- SELINA PALOMAREZ** (08/28/2017) West Sacramento
- STACEY KOHLMAN** (04/13/1998) Albuquerque
- TIFFANY MEDINA** (10/08/2007) Tucson
- VICTORIA LAUREANO** (08/16/2021) Nashua
- ANA MIRAMONTES** (01/05/2015) Distribution Center

The HR department officially announced this year's in person Office Manager Annual Training Seminar that was held on October 13th and 14th in Irvine, CA. Coordinated and facilitated by Jeny Dayanira Gil, our Personnel Supervisor; the seminar consisted of various group activities, presentations by experts within a concentration or topics, as well as games were part of the development and involvement for our group of professional Office Managers within the organization.



Winners of the OM Jeopardy Game during the Meeting: Dana Hussey, Rosa Magana, Ana Miramontes, Blanca Lopez, Madeline Cera.

## 2021 SSMI TRAINING

### Class Participant List

Name	Location
Claudia Alvarado	Carson (04)
Erick Castellon	Irvine (06)
Alfredo Ruiz	Milpitas Industrial (09)
Jair Ryan	Milpitas Cleanroom (10)
Justin Nelson	Vista (13)
Anthony Uribe	L.A. Cleanroom (15)
Andrew Brun	Albuquerque (45)
Kyle Stowers	Austin (50)
Christian Escobar	Nashua (73)
Alonzo Overby	Colonial Heights (80)

Thank You  
Myles and Xenia  
for your  
contribution to  
the CR  
breakout.



Thanks for your participation in this week's SSMI training. Great to have lots of Prudential wisdom shared with this newest group of Sales & Service Managers from across the organization. Their early feedback was overwhelmingly positive. We'll be sending out a participant survey after everyone gets back to their home locations to get additional feedback on what went well and any recommended changes for the next sessions.

Great to partner with Jon Locke on organizing this session. The content and speakers helps drive our ambition to develop all employees to their full potential. Attached, and below, are team photos from our SSMI Class #19. Already looking forward to class #20!!



## PSS TRAINING

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

2021 Session 34 - San Marcos, California

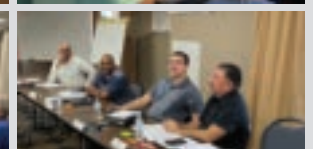
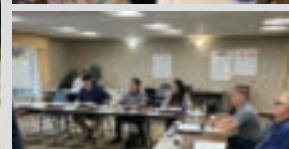


Leader of presentation  
**RICHARD BIRLEW**  
(11/27/2017)  
District Sales Manager  
Corporate Services



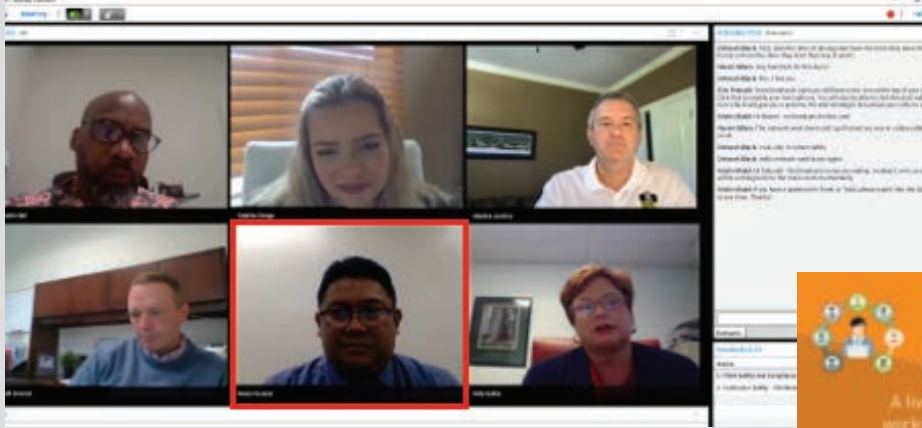
Corporate Sales Representative Attendees

- VICTOR AHUMADA**  
(05/03/2021) Riverside Plant
- MIKE WILSON**  
(06/07/2021) Carson Plant
- BRIAN WILSON**  
(06/01/2021) Los Angeles Plant
- NATHAN STAFFORD**  
(05/17/2021) Colonial Heights Plant



- TEESHA LOBO**  
(03/29/2021) Irvine Plant
- AARON PAQUIAN**  
(01/02/2018) El Paso Service Center
- JAMES MOORE**  
(12/07/2015) Beckley Service Center
- DEAN KILLION**  
(03/06/1995) Senior Director of Sales -  
Corporate Services

## 2021 TRSA HR, HEALTH & SAFETY SUMMIT



TRSA HR, Health and Safety Summit: **HECTOR DURAND** (01/12/2011) *Safety Manager, Corporate Services* was a featured panelist and represented Prudential Overall Supply as a Safety subject matter expert. The event brought industry individuals together to cover topics impacting our businesses and how we can face these challenges. Prudential is a proud member of the TRSA. We value our partnership with this industry resource and look forward to future events.



## 2021 TRSA 4TH ANNUAL MARKETING & SALES SUMMIT



TRSA Marketing & Sales Summit: **SEAN MICHOT** (07/28/2014) *Regional Director of Sales, Corporate Services* was a featured panelist and represented Prudential Overall Supply in the Open Panel discussion: Skills for Making & Keeping Your Key Customers Happy. The event brought industry individuals together to discuss Bulletproof Selling and Systemizing Sales for the Future of Textile Rental. **STEPHANIE LEIBICK** (01/15/1996) *Marketing Manager, Corporate Services* and **ASHLEY CARROLL** (05/14/2007) *Marketing Projects Manager, Corporate Services* also attended the event to gain a better understanding of the Digital Marketing Trends in our industry today. Prudential is a proud member of the TRSA. We value our partnership with this industry resource and look forward to future events.

## 2021 NASHUA - MGO (MARKETING GROUP ONE)

CORPORATE SALES REPRESENTATIVES PARTICIPANTS

- Ryan McCluskey
- Tori Blaine
- Nick Miranda
- Tim Maldonado
- David Torbett
- Mike Kelley
- Mark Birdsell
- Dave Stratton
- Stacey Osuna
- Michael Smith
- Steve Soto
- Jared McCutchan
- Derek Ward
- Daniel Chalambaga
- Robert Trabosh
- Jimmy Abernathy
- Jody Sears
- Ed Smith
- Jimmy Cobb
- Ashley Gantt
- Brandon Castellano
- Tony Santoyo



I want to thank everyone for all of their hard work and efforts. Thanks to Dana and her team, the start-up of the MGO went off without a hitch! The service department hustled the entire three week period to get red folders turned into the office and installing accounts. The office has been keying red folders like crazy! We sold 56 accounts!

I would like to thank the service support team that traveled from all over the country to help support the MGO! David Walker from Richmond! Jerry Jones from Atlanta! Rod Hernandez from Carson! Joe Lopez from Los Angeles! Mark Birdsell from Atlanta! Dean Killion from Corporate Services!

I would also like to recognize Meaghen Balaam who keeps us straight! Stephanie Leibick who was always there for us behind the scenes while she was on vacation! and Information Technology support who make everything look easy!

**SEAN MICHOT** (07/28/2014)  
*Regional Director of Sales, Corporate Services*



## PRUDENTIAL OVERALL SUPPLY: A MODEL FOR 'GREEN' OPERATIONS



*Prudential Overall's office staff in Riverside, CA, celebrate the company's Clean Green certification renewal.*

Prudential Overall Supply remains the largest U.S. uniform and facility services company to be TRSA Clean Green certified. The Irvine, CA-based operation received this distinction when the program began in 2012 and recently maintained it by earning its third three-year recertification. The achievement reflects the company's continued dedication to operational efficiency and sustainability, reflected in its adherence to TRSA-designated water and energy use thresholds and best-management practices (BMPs) consistent with the ASTM International environmental laundering standard.

Long heralded for exemplary performance in conserving resources and controlling laundry wastewater discharges, Prudential was the first chain industrial laundry operation to be honored with the Clean Green designation. Throughout the early 2000s, as the industry developed benchmarks for measuring such efforts, Prudential had proven its above-average capabilities in minimizing a laundry's carbon footprint.

The certification assures Prudential customers their workwear, towels, walk-off mats and other products are washed, dried and finished with processes that maximize sustainability and reduce greenhouse emissions. Clean Green-certified operations demonstrate significant commitment to conservation and green operations through these BMPs:

- Recovering heat from drained hot water and heat dispersed from the process of warming water
- Recapturing drained water from rinses for reuse
- Using environmentally friendly detergents
- Removing solids and liquids from wastewater
- Solar energy and energy-efficient lighting
- Recycling programs
- Re-routing trucks to save vehicle fuel
- Spill prevention plans

The Clean Green certification is valid for three years at a time. TRSA inspects laundry facilities seeking certification and approves documentation of their water and energy use and BMP deployment through production reports they submit to auditors during the inspections. TRSA's certification management protocol includes auditor training by the association's inspection program administrator.

Clean Green aligns with the ASTM International standard, Guide for Sustainable Laundry Practices, which recognizes key criteria for the certification as universal indicators of maximum sustainability in commercial laundry work. ASTM's review of TRSA BMPs verified these as the most effective and practical techniques for a laundry to achieve green objectives.

TRSA members prompted development of the standard, which was vetted in the sustainability subcommittee of the ASTM Committee on Textiles. Top technical experts, scientists and environmental professionals from outside the linen, uniform and facility services industry reviewed the BMPs. ASTM is the global leader in developing and delivering voluntary consensus standards unparalleled in building consumer confidence in product and service quality.

"I applaud Prudential for their sustainability efforts and maintaining the highest standards in their production and delivery operations," said Joseph Ricci, TRSA president and CEO. "Meeting all the criteria for certification is not easy, but Prudential is committed to industry-leading processes and technologies."



## PRUDENTIAL OVERALL SUPPLY A TRSA CLEAN GREEN CERTIFIED COMPANY COMMEMORATES EARTH DAY



April 22, 2021, Prudential Overall Supply, an industry leader in reusable image work apparel and related textiles, commemorates Earth Day. As a TRSA (Textile Rental Service Association) Clean Green certified company, Prudential Overall Supply customers can count on Prudential to support their green initiatives.

Prudential supports our customers efforts to conserve natural resources in their business operations which only helps control costs (improving sustainability), and ultimately, helps all of us protect the planet.

Prudential contends that all businesses can be similarly conscientious and prove through third-party verification (equivalent to Clean Green certification) where applicable that they conduct business in an environmentally friendly manner. Such companies' dedication to conserving resources indicates they are prepared for scarcity.

Prudential is a proud contributor to our customers sustainability efforts, and as we recognize Earth Day, we hope our customers will consider supporting all available efforts to help protect our planet.

# NEW ASSIGNMENTS & PROMOTIONS ...



**ADRIANA CERVANTES**  
(10/06/2015)  
*Quality Assurance Supervisor*

Please join us in congratulating Adriana

Cervantes on her promotion to Quality Assurance Supervisor at Plant 45 Albuquerque Industrial. Adriana started with Prudential in 2015 as a Laundry Worker here at 45, and was quickly recognized as an excellent employee with a wish to progress her career and as such was promoted Office Clerk in 2018. After a year as a clerk at 45 she was again promoted, this time to the rank of Office Manager. Shortly after her heart pulled her back to her home state of Arizona and she transferred to plant 23 Mesa Cleanroom as an office clerk. Although she still loves her home state of Arizona, she missed her family and the team at plant 45, so she transferred back to Laundry Worker and was once again promoted to Office Clerk when a position opened. Adriana has enjoyed being part of the Prudential family, she is very excited to start her new position QA Supervisor. It has been my honor to watch her grow and adapt to the everchanging market in all her roles and I am very excited to see what she will accomplish moving forward. When Adriana is not at work, she enjoys spending time with her family and cheering on her husband's soccer games. She also enjoys taking her kids out to the movies or events. Adriana was born in Chihuahua, Mexico but grew up in Arizona and moved to New Mexico (the first time) in 2013 with her parents and two sisters (one of which is another great Prudential employee at 45). Congratulations Adriana!



**ALAN GUERRA** (03/14/2019)  
*Route Manager*

Please join us in congratulating Alan Guerra who has accepted the position of Route manager in Moorpark. Alan joined Prudential 2 years ago as a utility CSR. He comes to Prudential with 12 years of store management experience in the rental/retail sales space. He is supported by his loving wife Rachel and 3 sons: Alan 9 years old; Andrew 6 years old, and 1 year old Ace. In his spare time Alan is quite the craftsman engaging in woodworking projects of all types ranging from doors disguised as book shelves to mirrors disguised as storage. I also seem to remember a make shift air conditioning unit he created using a Coleman ice chest and an auxiliary power outlet (not fleet approved). Congrats Alan!



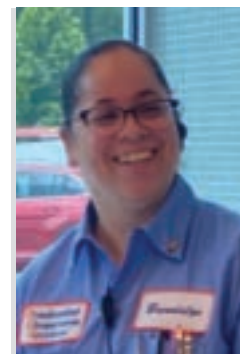
**ANA ORTIZ** (07/22/2008)  
*Plant Manager*

We are thrilled to announce Ana Ortiz as our new Plant Manager for Plant 23. Ana has been with Prudential since 2008. During that time, she has been in various departments. She has worked in Soil Sort, Distribution, wash floor, Cleanroom and has done an outstanding job as Production, Stockroom Supervisor, Quality Supervisor and Production Supervisor the last 2 years. She has a degree in Chemical Analysis from University of Colima. Ana states " So far I absolutely love it and feel this is a great place for me and my skills since I like to be detailed and organized. I have 3 girls, Daisy 14, Brianna 9, and Sophia 7. For fun I love spending time with my family outdoors, reading since I was little, and Netflix bingeing and documentaries. My family is very proud of me for my curious nature and caring for others. I was born in Kennewick, Washington, so I love Arizona's desert warmth. " Congratulations Ana!



**BELKIS DISLA** (10/28/2019)  
*Production Manager*

Please join us in congratulating Belkis Disla on her promotion to Production Manager at P71/P73 Nashua! Belkis began her Prudential career in October 28, 2019 as an Office Clerk and was promoted to Office Manager on January 2021 where she has contributed greatly to our Plant's success. Belkis is originally from the Dominican Republic and came to the states in September 2011. During her free time, Belkis enjoys working out and spending time with her husband Wildany and their 3 year old son, Jordanny. We are very excited to see Belkis excel in her new role and improving our plant processes.



**BRENDALYS SPRINCE**  
(07/19/2021)  
*Production Manager*

Please help me welcome the newest member of the Nashua team Brendalys Sprince. Brendalys will be filling the role as our Production Manager in industrial. Brendalys comes to us with production management experience in book factories as well as grocery store management. On her spare time, she enjoys painting landscapes and spending time with her family. She is married to her husband Jeffrey and has four kids, Bernarie, Alberto, Joshua and Danialys. Welcome to the Team Brendalys!



**ASHLEY CARROLL**  
(05/14/2007)  
*Marketing Projects Manager*

Ashley Carroll has transferred to the Marketing Projects Manager position. Since January 2012, Ashley Carroll has been successfully managing some of Prudential's largest Multi-Plant customers as a Key Accounts Manager.

Since 2018, Ashley has also supported marketing projects coordination responsibilities that include tradeshow management, direct sales marketing campaigns, and social media management. She will now have a full time focus on her marketing responsibilities. Prior to her KAM role, Ashley advanced through Prudential's MPTP training program and then excelled in her Sales & Service Manager assignment at the Chula Vista Plant where she earned the Sales & Service Manager of the Year award. Ashley holds a Bachelor of Science degree in Business Administration from California State University, Chico. Outside of work, Ashley enjoys spending time with her husband and their two children where they enjoy hiking, camping, and going on trips. Stephanie Leibick, Marketing Manager will continue to work with and mentor Ashley as she takes on more marketing responsibilities. Thank you Ashley for the work you do to help make Prudential successful!

*Great to have you on the team!*



**BRYAN LARA** (01/25/2021)  
*Sales and Service Manager*

Please join us in congratulating Bryan Lara on his promotion to Sales and Service Manager at LA Industrial. Bryan holds a bachelors degree in business from CSLA. He joined Prudential January, 2021 training at both LA Cleanroom and here at Plant 05. Bryan is a second generation Lara as his mother, Yolanda, has been a valuable member in Production for 35 years! In his spare time, Bryan enjoys spending time at the beach or at amusement parks with his wife Cynthia and seven year-old son, Mason. He is also sports fan who is coaching his son's flag football team. His favorite teams actually mirror mine. Go Cowboys, Lakers, and Dodgers!! Congratulations Bryan. We look forward to your contribution in your new role.



**BRYAN RIVERA** (05/13/2013)  
*Regional Maintenance Engineer*

Please join us in congratulating Bryan Rivera on his new role as Regional Maintenance Engineer for Corporate Services. Bryan has been with Prudential for 8 years, starting as a maintenance mechanic in May of 2013 at the LA Industrial plant, he was promoted to Maintenance Supervisor in June 2017. Bryan likes to go to football and baseball games with family and friends. GO DODGERS! GO GREENBAY! Bryan also likes hanging around the beach towns up and down the California coast from Santa Barbara to San Diego. Bryan is originally from LA and has a 4 year old daughter Valerie and has been with his wife Vivian for 7 years. Congratulations Bryan, we are very excited and happy to see you grow into your new role.



**CARLOS CASTILLO** (07/06/2009)  
*Assistant General Manager*

Please join us in congratulating Carlos Castillo who has accepted the position of Assistant General Manager for the Colonial Heights, VA Plant (P80)! Carlos joined Prudential as an MPTP in July of 2009. He spent 3 years as a Sales and Service Manager at Vista (P13) and transferred to Irvine (P06) in 2013 to be closer to his kids. In 2017 he went to the Distribution Center (P07) and spent 2 years as the Plant Manager. Having seen the production side of things he came back to service in the fall of 2019 and re-joined the Irvine (P06) team as a Sales and Service Manager. Carlos loves spending time with his 3 kids. His oldest daughter Allyson (24) recently gave birth to his first Grandson Harrison!! His son Andrew is studying to be an engineer and is finishing up his 1st year at Northern Arizona University and youngest daughter Ava will be a senior this upcoming year and is looking forward to going to college. In his spare time, Carlos enjoys running, bike riding, fishing and traveling. He enjoys watching his favorite sports team, the Dallas Cowboys!! Again, congratulations Carlos and we look forward to your continued success!



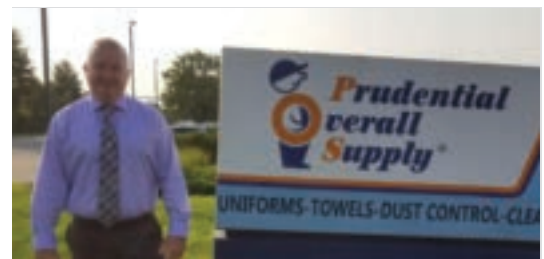
**CHARLES BOYD** (12/07/2020)  
*Sales and Service Manager*

Please join us in congratulating Charles Boyd who has accepted the position of Sales and Service Manager for the Irvine Plant! Charles joined Prudential in December of 2020. He earned his own route soon after completing his Route to Success training and quickly took ownership of the route. In April of his year, Charles earned the promotion to Route Manager where he continued to excel. Prior to joining Prudential, Charles earned a degree from UCLA in Anthropology. He spent the next 20 years in the restaurant industry most recently holding the position of store manager at Starbucks for 10 years. Charles has been married for 3 years to his lovely wife Courtney with whom he has a 4 year old son (Ayden) and a 7 week old daughter (Frankie). In his spare time, Charles enjoys traveling (has visited all 50 US States, most of Europe, and China), trying new restaurants and (as you can imagine having worked at Starbucks for 10 years) is a coffee aficionado. Again, congratulations Charles and we look forward to your continued success!



**CHRISTIAN ESCOBAR** (01/05/2018)  
*Sales and Service Manager*

Please join us in congratulating Christian Escobar on his promotion as Sales and Manger at Plant P73 Nashua! Christian's career with prudential started 4 years ago when he was hired as a CSvR at the Nashua plant. Last June he was promoted to Route Manager for our Industrial division. Christian is blessed with four children: 7-year-old Yaeliz, 4-year-old Carlos, 19 months old Arya, and baby Alla, due this October. Outside of work, Christian enjoys cooking with his lovely wife Taina and finding good coffee spots to relax in. He is also a huge Packers fan!



**DAVID WALKER** (03/21/2016)  
*Sales and Service Manager*

Please join us in congratulating David Walker who has accepted the role of Sales and Service Manager here in Colonial Heights! David came to Prudential with 10 years of industry experience. He joined Prudential in 2016 as a CSR, he was promoted to Route Manager in September of 2020. As a CSR he was \$19.32 club 3 years in a row. David has shown exemplary leadership in his time with Prudential, the promotion is well deserved. On the weekend you can find David and his girlfriend of 12 years Emma on one of the many beautiful lakes here in VA. David is an avid bass fisherman, catch and release only. David and his son Kyle 22, love to find different hunting and 4-wheeling spots in the hills of West Virginia. David's claim to fame is that he graduated from the same high school as Michael Jordan, E.A. Laney High School in Wilmington, . Again, congratulations David and we look forward to your continued success!

*We know you will do great!*

# NEW ASSIGNMENTS & PROMOTIONS ...



**DONALD RAZIM** (12/03/2018)  
*Sales and Service Manager*

Please join us in welcoming Donald Razim to the position of Sales & Service Manager here at Irvine. Donald rejoined the company on December 3rd, 2018 as Route Manager at Carson. In October 2019, he was quickly promoted to the position of Sales and Service Manager. He had previously held the positions of Customer Sales Representative, Route Manager, and Sales and Service Manager from 2012-2017. Prior to Prudential, Donald served as a Marine Corps Military Policeman. He also earned his Bachelor's degree in Criminal Justice during his time in the Service. He enjoys several hobbies, which include physical fitness, and playing guitar. Donald enjoys spending most of free time with his wife of 13 years, Jeny. Together they have two children, Jake(5) and Joey (3), that always keep them on the go. A Chicago native, Donald is a life-long Bears, Bulls, Blackhawks, and White Sox fan. We look forward to his continued success here at Plant 06!



**EFREN MEZA** (10/16/2017)  
*Production Manager*

Please join us in congratulating Efren Meza on his recent promotion as

Production Manager of Milpitas Cleanroom! Efren first joined Prudential in 2009 at Plant 09 working on the dock loading/unloading. Shortly after, Efren transferred to Plant 10 as a Wash Operator. In 2017, Efren transferred back to Plant 09 as a CSR relief driver. Efren earned his own route which primarily serviced the San Francisco area. Four years later and with interest of progressing his career, Efren has accepted the challenge of becoming the Production Manager for Plant 10. Efren has been with his wife, Gwen, for 15 years and is father to his daughter Dayanara (14) and son Elias (10). In their free time (Pre-Covid) they enjoy doing events together such as bowling, catching a concert, off-roading with friends or even catching a Giants game. We are excited to have Efren rejoin the Cleanroom family and continue his growth with Prudential!



**ERIC SANTOS** (03/01/2021)  
*Staff Engineer*

We would like to announce Eric Santos has been promoted to Staff Engineer. Eric joined Prudential earlier this year as Engineering Intern. In short period of time at Prudential, Eric has excelled in his responsibilities of AutoCAD layout, Engineering data analysis & reporting as well as working on Oracle/requisition. As Staff Engineer, Eric will continue to take on many more responsibilities that were previously managed by Joel. Eric will report to Joel Bickel (Project Engineer) Eric graduated from California Polytechnic University, Pomona with Bachelor of Science, Mechanical Engineering. When not at work, Eric likes to watch Basketball (Lakers fan), Football (Steelers fan) and play golf. Congratulations Eric and we look forward to your growth at Prudential.

*Great Job!*



**FRANCISCO LOPEZ** (03/23/2015)  
*Assistant General Manager*

Please join us in congratulating Francisco Lopez who has

accepted the position of Assistant General Manager for the Chula Vista Service Center (P03)! Francisco started his Prudential journey in the Management Potential Training Program at the Distribution Center (P07) in 2015 and completed his Industrial training in Riverside (P02) and Commerce (P05) with Cleanroom training at Mesa (P23). After graduating from MPTP Francisco accepted a promotion to Sales & Service Manager at Commerce (P05) in 2016 where he has served with distinction, becoming the only SSM in the history of the Company to win SSM of the Year in back-to-back campaigns (2018 & 2019). Francisco was a graduate from our Advance Leadership Development Program. Prior to his life at Prudential, Francisco played 2nd Division soccer and is an active fan of the Dodgers, Lakers, LA Galaxy, and somehow the San Francisco 49ers (?). He is currently enrolled at the University of Redlands to earn his MBA using the Company's tuition reimbursement program. When he's not at work or in school he enjoys spending time with the love of his life and travelling to different locales. Francisco will assume his new position in January of 2022.



**GABRIEL DELORENZO** (03/01/2021)  
*Human Resources Representative*

We are proud to announce the promotion of Gabriel Delorenzo to Human Resources Representative. Gabriel joined Prudential as an HR Intern in March and quickly grew to lead multiple initiatives, including the pilot launch of our online learning platform. Gabriel was also instrumental in our performance management changes, including our revised review documents and building a comprehensive review User Guide. We appreciate all the contributions across a number of important HR projects and look forward to Gabriel's continued work as Human Resources Representative where he will focus on HR data, reporting and analytics, tracking individual learning, helping drive our development initiatives and support on various HR projects. Gabriel earned his Bachelor of Science in Business Administration from Cal State Fullerton - Go Titans! In his free time, Gabriel enjoys travel and to play a little golf. Please join us in wishing Gabriel success in his new role.



**ISAAC ZAPATA** (04/05/2021)  
*Assistant General Manager*

Isaac has been in the laundry industry, with a competitor, since 2018. He worked for them as a Management Trainee and as a Plant Manager. Previous to that Isaac worked in Sales for USAA for a couple of years and owned his own business as well as traveling throughout the Mid-West along with the oil boom. Isaac is originally from San Antonio and received his bachelors from the University of Texas at San Antonio, and then an MBA from Our Lady of the Lake University. He met his wife Jessica in 2012 and has been married for 6 years. He has two sons, Jet and Jax. In his spare time he likes to travel, BBQ, and do metal fabrication. Welcome to the team Isaac!



**JAMIE ESPINAL**  
(11/01/2021)  
*Sales and Service Manager*

Please join us in welcoming Jamie Espinal as the newest member of the Denver Service Center team. Jamie will

be filling the role as our cleanroom Sales and Service Manager. Jamie comes to us with over 20 years of both customer service and management experience. In the last 16 years, Jamie has been QA Manager and then a General Manager with a current Prudential cleanroom customer and has valued PCS as a supplier. Jamie is looking forward to being a part of a team she can grow with and positively impact the success of our organization. Jamie has been with her husband for 21 years, together they have 2 children and 3 dogs. Jamie is a Colorado Native who enjoys camping and riding her ATV in the summer and cooking and baking in the winter. Welcome to the team, Jamie.



**JAY BOYER**  
(02/07/1984)  
*Key Accounts Manager*

Please help congratulate Jay Boyer on his transfer to the Key Accounts Manager position at Corporate Services, P00. Jay will be taking over Charley

Bautista's KAM customer list. Charley will be assuming the AGM role at our Fresno, P08 location. Jay has been with Prudential for over 37 years. All of Jay's career has been based at the Riverside, CA, P02 location (including support for the Indio, CA, P12 and Las Vegas, NV, P32 service centers that are supported by P02). Jay has held the positions of CSR, Route Manager, Sales and Service Manager, General Manager and Assistant General Manager. Jay is married to his beautiful wife Margie for 38 years. They have two daughters, Shalynn and Taylor, and has four grandchildren, Charlotte (8), Carter (5), Emmitt (3) and Mason (2). Jay loves following the Dodgers, Lakers, and LA Kings. When away from work, Jay enjoys camping with his family, taking trips to the beach, and taking long walks. Jay will begin his KAM training program next week on a part time basis while continuing to support P02. Jay will begin his fulltime KAM assignment on November 15, 2021. Charley will be leading the KAM training and responsibilities throughout Jay's on boarding process. Best of luck Jay on your new assignment! We look forward to you bringing the same dedication and professionalism that you have demonstrated throughout your career at Prudential to your new role.



**JEAN-PIERRE LANDIN (AKA JP)**

(04/19/2006)

*Sales and Service Manager*

Please join us in congratulating Jean-Pierre Landin (AKA JP) to the Sales and Service Manager position here in Riverside. JP joined Prudential back in April 2005 to assist loading and unloading CSR trucks and after three years, JP was promoted to CSR on route 38. When JP took on route 38 it was generating approximately just over \$6K in weekly revenue and when he left the route it was generating just over \$14K in weekly revenue. In 2019 JP was promoted to Route Manager where he has excelled and has not led up in his sales efforts. In his career he has made the \$19.32 club for eleven consecutive years. In his personal time, JP enjoys spending time with his wife Zully of eight years and his daughter Liana (5) and son JP (2). They love visiting Lego Land, the beach, going to Dodger games, and the San Diego Zoo. During basketball season JP is rooting for the LA Lakers, and let's not forget his Raider Nation. Congratulations on your promotion!



**JEFF KEMP** (05/19/2014)  
*General Manager*

Please join us in congratulating Jeff Kemp who has accepted the position of GM for the Commerce Industrial Plant (P05)! Jeff began his career as a MPTP in 2014 in our Mesa/Phoenix (P23/P22) locations before being promoted to Sales & Service Manager at P05 in 2015. Jeff worked at Commerce over the next four years until being promoted once again to the Assistant General Manager of the Moorpark Service Center (P17) in 2019. Jeff is a graduate of Prudential's inaugural Advanced Leadership Development Program and has been a presenter/speaker at several training programs since that time. Jeff and the love of his life Kim enjoy binge watching Blippi (not really) while they chase after their rambunctious 2 year old son Noah. In addition, they both enjoy time at the park, hiking, and all the other outdoor activities Sothern California provides access to. Jeff will assume his new position in January of 2022.



**JEFF NELSON**  
(08/08/1989)  
*General Manager*

After twenty years of success as a Regional Manager/Director for Prudential, Jeff Nelson has elected to return to one of his great passions and become the General Manager

for P22 Phoenix. Jeff is incredibly excited about both the talent on the Phoenix staff and the potential of that dynamic market. As well, he and his wife Vickie have long desired to live in the Phoenix metropolitan area and feel now is the best time for them to make that transition. While they plan to stay heavily engaged with their delightful grandchildren (Hunter, Luke, Bennett, and Jones) in Southern California they are both excited to make the move. Jeff will continue in his role as Director of Region 3 until the end of 2021. Congratulations to Jeff and the Phoenix plant!



**JHONATAN DE SOUSA** (11/25/2019)  
*Service Center Manager*

Please join the MoorFresMento team in congratulating Jhonatan De Sousa on his promotion to Service Center Manager in Sacramento, Ca. Jhonatan has proven to be a valuable member of the Milpitas team since his hiring in 2019 as Sales & Service Manager. Jhonatan (A.K.A. Brazil) moved from Brazil to the US in 2008. Prior to Prudential, Jhonatan spent 12 years in the food service industry in different management roles. He is an enthusiastic soccer fan; his favorite team is Flamengo. He is also a follower of Cristiano Ronaldo, now with Manchester United. We are very excited to have Jhonatan as part of the management team here in Sacramento, Ca. and we have every confidence that he will continue to be an asset to the MoorFresMento team.

*Congrats!*

# NEW ASSIGNMENTS & PROMOTIONS ...



**JODY SEARS**  
(03/09/2020)  
*District Sales  
Manager*

Please help congratulate Jody Sears on his promotion to District Sales Manager for the company's

Sacramento, CA and Hillsboro, OR industrial market areas. Jody will be based at P18, Sacramento, CA. Jody started with Prudential March 9, 2020, as a Corporate Sales Representative at P18. Jody's start was just a week before the pandemic shutdowns in Northern California – welcome aboard... Jody soldiered through the past eighteen months as a CoSR while also starting a new career path here at Prudential. Jody was born and raised on a quarter horse ranch outside Pullman, WA. After attending Washington State University, where he played football, he began a 25-year collegiate football coaching career that took him across the country and back. Jody's most recent coaching assignment was the head football coach at Sacramento State University. In 2020, Jody, his wife, and four children decided it was time to stay in the Sacramento, CA area. Jody holds a Bachelor of Arts degree in Sports Management from Washington State University and a Master of Education degree from Iowa State University. Jody appreciates Prudential's investment in him and looks forward to now doing the same for others, investing in and developing a great sales team. In his spare time, Jody now enjoys watching football, stress free with his family and watching his children coach and swim competitively. Please help congratulate Jody on his promotion to DSM!



**JOEL BICKEL**  
(07/19/2016)  
*Project  
Engineer*

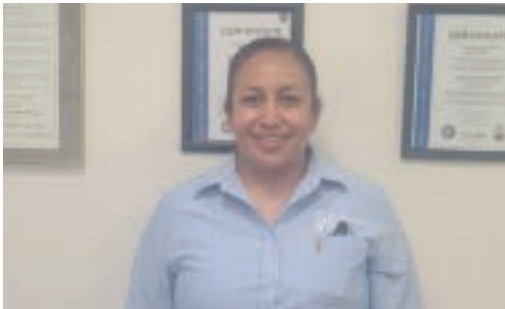
We would like to announce Joel Bickel has been promoted to Project Engineer. Joel

is a great example of Prudential culture of starting and promoting from within. Joel came to us back in the summer of 2016 and summer of 2017 as an Engineering Intern and then back again in 2018 as full time Associate Staff Engineer. Joel took on many duties as most of you may know from measuring your plants, doing AutoCAD layouts, supporting Engineering team with capital projects and also taking over Environmental responsibilities. As a Project Engineer Joel's role will expand more into Capital Project related activities, new Engineering innovation and provide valuable support to Production & Engineering department. Joel graduated UCSD with degree in Mechanical Engineering and enjoys hiking, climbing, camping and other outdoor activities in his spare time. Congratulations Joel and we look forward to your continued growth at Prudential.



**JORDAN KELLEY** (10/25/2021)  
*Sales and Service Manager Trainee*

Please join us in welcoming Jordan Kelley as the newest member of the Plant 60 team. Jordan will be filling the role of our cleanroom Sales and Service Manager Trainee. Jordan comes to us with over 30 years of customer service experience. For the last 10 years, Jordan has been honing his customer service skills in the credit card processing industry as a business-to-business customer service and technical support agent as well as at a local power company. Jordan is looking forward to being a part of a team he can grow with and positively impact the success of our organization. Jordan has been with his wife for 14 years, together they have one dog, Tucker. Jordan returned to his roots here in Portland 30 years ago and enjoys motorcycle camping, and smoking meats in the summer, and cooking and baking year all year round. Welcome to the team, Jordan.



**KAREN MORALES** (04/20/2016)  
*Production Manager*

It is our pleasure to announce the promotion of Karen Morales to Production Manager here at the Cerritos, CA Distribution Center. Karen began her Prudential journey in April of 2016 as an Order Fulfillment Operator (OFO) here at the DC. This is an entry level position where she learned several Industrial DC departments such as Grading, Pulling, Check Point Scan and issuing work orders for industrial garments. In addition to her industrial responsibilities, Karen was also exposed to our Cleanroom Stockroom process as an OFO. In 2019, Karen was promoted to Cleanroom Purchasing Clerk and became our in-house Cleanroom expert working with our Cleanroom suppliers, Purchase Orders, etc. In 2020, Karen was then promoted to Quality Assurance Technician where she applied her DC knowledge to the Quality Assurance process. Karen had still not exhausted her promotion opportunities so in 2021 she was again promoted to the position of Assistant Quality Assurance Supervisor. As you can see, Karen is well-versed in both Cleanroom and Industrial knowledge and thus extremely qualified to lead our various production teams here at the DC.



**KATIE HOWERTON** (11/05/2018)  
*Production Manager*

Please join us in congratulating Katie Howerton on her promotion to Production Manager. Katie started with Prudential in 2018 as a soil sort lead shortly after moved to a washer position. In 2020 she became a Production Supervisor. Katie has enjoyed learning every position in the plant, she is very excited to start her new position as Production Manager.

When she is not working, Katie enjoys fixing up her first home. She enjoys watching football but must root for two teams her Cardinals and the Patriots because her nephew is on the practice squad.

Katie was born in California but moved to AZ at a young age, so her heart is in AZ. Katie comes from a family of 6 and is the youngest. That leaves her with plenty of nieces and nephews.



**LAUREN ROCHA** (05/24/2021)  
*Direct Sales Coordinator*

Lauren Rocha has accepted the position of Direct Sales Coordinator. Lauren will report to Eva Cesario, Direct Sales Manager. Lauren comes to Prudential Overall Supply with over 10 years customer service experience serving the reusable textile industry. Lauren is a family oriented proud auntie of nine. On the weekends you can find her spending time at one of their sporting events (but she can't forget the coffee in hand). Lauren says she is very grateful and excited for this new opportunity and the journey ahead at Prudential. We look forward to Lauren's experience and commitment to help the P01 Direct Sales team contribute to the Company's growth and profit goals. Welcome to the team Lauren!



**LEO HOYOS**  
(12/01/2003)  
*Plant  
Manager*

Please join in congratulating Leo Hoyos who has accepted the position of Plant Manager for the Tucson

plant (#21)! Leo began his journey with Prudential Overall Supply in Tucson as a CSR in December of 2003. After five years of success as a CSR he was promoted to Route Manager in 2008 where he excelled for eight years and again was promoted to Sales & Service Manager in 2016. After one year as Sales & Service Manager he decided to transfer his talents and leadership skills to the Production side and in 2017 accepted the position of Plant Manager Trainee. Leo is happily married (18 years) to his beautiful wife Jasmine and they have three daughters and a son. Away from work Leo enjoys basking in the Tucson sun doing outdoor activities with his family. Basketball and hiking just to name a few. He also follows University of Arizona sports and is also a huge Silver & Black fan of the Las Vegas Raiders. Leo also keeps busy with his congregation in which he dedicates valuable time. Leo will assume his new position in January of 2022.



**MARIA VICTORIA LAUREANO**  
(08/16/2021)  
*Office Manager*

Please help welcome the newest member of the Nashua Team Maria Victoria Laureano! Maria Victoria will be filling the role as our Office Manager. She comes to us from the airline industry so naturally she loves to travel and enjoys making frequent visits to Mexico. She is married to her husband Alexander and together they share three kids Alex, Sebastian and Camilla. She is a pet lover and wanted to ensure that her two golden retrievers Quito and Nina be mentioned as part of her family as well! Welcome to the team!



**MATT JARRETT**  
(01/18/2021)  
*Sales and  
Service  
Manager*

We are excited to announce the promotion of Matt Jarrett as

Sales and Service Manager of our Duncan, SC Service Center. Matt started his career January 18th, 2021, in the MPTP program at the Atlanta Service Center, where he completed his Industrial and sales training, with Cleanroom training in Richmond. Matthew has a BA in Management Information Systems with a minor in Information Technology from Georgia Gwinnett College. Before Prudential, Matt advanced his employment in the automotive repair industry as a Service Manager. Matt is an avid sports fanatic. He grew up with his grandfather watching the Braves on TV while they were in their heyday with Glavine, Smoltz, and Maddux. As a diehard Atlanta sports fan, he could not be happier right now as the Braves are the 2021 World Series Champions! When not working, he enjoys spending time with his fiancé who is working tirelessly in school to become a dental hygienist at Georgia State University. They love hiking, road trips, and weekend getaways. His fiancé is his biggest supporter and aside from his grandfather his biggest inspiration.



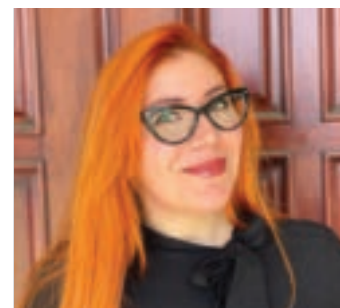
**MATT LEWIS** (08/02/2021)  
*Sales and Service Manager*

Please join us in congratulating Matt Lewis who has accepted the position of Sales and Service Manager Trainee for the Colonial Heights Industrial Plant (P80)! Matt came to Prudential as a Route Manager in August of this year with 6 years of laundry experience from a local competitor. In his short time with Prudential Matt quickly progressed through his training and has proven himself to be a strong candidate as Sales and Service Manager. Matt is married to his beautiful wife Michelle of 16 years and has a son Mason (12). He enjoys spending time with his family on his 20 ft bay boat in the summers and hunting in the fall and winter with his son. Run Bambi run!! He enjoys anything sports related and is a huge World Series Champion Atlanta Braves, Duke Blue Devils, and Washington Football Team fan. Congratulations Matt!



**MATTHEW REAVES** (10/25/2021)  
*Sales and Service Manager*

Please join us in congratulating Matthew Reaves on him joining Plant 09 as a Sales & Service Manager! Matthew joined Prudential Overall Supply on October 25, 2021. Prior to that, he worked as a Process Assistant at Amazon, and also worked as a Market Team Leader at Target and Assistant Manager for Safeway, managing a \$64 million a year operation. A San Jose native, Matt received his degree in Broadcast Journalism from Howard University and interned at National Public Radio. A self-described movie fanatic, Matt worked on a commercial as an extra in 2016 with Steph Curry in an ad that was broadcast during the NBA playoffs. He also worked as an extra opposite "House" actor Hugh Laurie in the Hulu TV show "Chance". Matthew enjoys trying new foods, reading, movies, meeting new people, and recently took on the adrenaline rush of skydiving for the first time. Let's welcome him to our team!



**MICHELLE PUTNAM**  
(11/08/2021)  
*Finance  
Manager*

Please help us welcome Michelle Putnam in Prudential

Overall Supply. Michelle will assume the role of the Finance Manager working directly with me and John Thompson Michelle is a Certified Public Accountant with over 15 years of accounting experience, including private industry as well as public accounting. We are very happy to welcome her in our accounting and finance team and utilize her extensive knowledge to make the team stronger. Michelle is a native to Orange County and a graduate of the Chapman University where she earned her Bachelors' degree in Accounting as well as Business Administration with emphasis in Management. In her spare time, Michelle enjoys spending time with her husband Billy and their two English Mastiff puppies Sam and Frodo who are just five months old, but weighting close to 70 lbs each. She is also involved in two local roller derby leagues - go OC Roller Derby and High Tide Derby. Last, but not least, Go Trojans! Welcome to the Prudential Family Michelle!

# NEW ASSIGNMENTS & PROMOTIONS ...



**MIKE FLORES**  
(06/29/2020)  
*Vice President of  
Human Resources*

Please join us in congratulating Mike Flores who has accepted the position of Vice President- Human Resources!

Mike started with Prudential in 1995 as a MPTP in Milpitas Industrial (P09) and began learning the business by running Route 96. He earned a promotion to Route Manager at the San Rafael Service Center and then the Milpitas Industrial plant before getting his start in Human Resources as a HR Representative at Corporate Services. Mike moved through various HR roles and locations with a transfer to HR Manager working at our Phoenix (P22) and Mesa (P23) locations. While in Arizona, he utilized the Company's Tuition Reimbursement Program to earn his MBA from Arizona State University. Mike returned to California as the HR Director before leaving Prudential to gain outside HR experience which he is now applying here in his new role. When he's not working, Mike enjoys all things outdoors and spending time with family. You can find him on the soccer field with his kids, getting laps in at the pool, or trying to get some miles in on a run – although he will tell you that his running pace is frustratingly slow and his knees don't always cooperate. Mike and his amazing wife Elizabeth have been married for 21 years and have three children with the first off to college next year. He hasn't given up his Northern California roots and still catches SF Giants and 49ers games when he can but after 20+ years living in Orange County he is coming around to adopting some of the local teams – Go Angels!

In his new role, Mike will lead the Safety, HR and Personnel teams focusing on building our people strategy and preparing our Prudential team members to support Company growth. To align a consistent approach across the HR functions, Bob Connolly will join the team as Vice President-Corporate Counsel. Bob will report to Mike and will partner with him across these HR teams. Congratulations Mike!



**MOISES VENEGAS** (03/25/2019)  
*Assistant General Manager*

Please join us in congratulating Moises Venegas who will be assuming the duties of Assistant General Manager at the Richmond Cleanroom. For those of you who don't know, Moises started with Prudential in March of 2019 as an MPTP. He spent most of his first year training at the Los Angeles Cleanroom and Industrial plant. After he completed the MPTP program he relocated to Texas to support the Austin production facility where he has excelled in a sales and service manager role. Moises is a graduate of Santa Clara University with a major in both History and Spanish. In his free time he enjoys running outdoors and working on cars. Traveling out to the east coast with Moises will be his 4 year old daughter Maya and girlfriend Ashley who are both excited for this new adventure. We are super excited to have you on the Richmond team Moises, congratulations and you are going to do fantastic!



**NATHAN LEAL**  
(06/07/2010)  
*Service and  
Service Manager*

Please help us in congratulating Nathan Leal on his promotion to Sales and Service Manager for Plant 55 based in Austin.

Nathan started with Prudential at plant 06 as a CSR in 2010. In 2011, he transferred to Austin to be a CSR in Texas. In 2017, he was promoted to Route Manager. After a successful run as Route Manager and years of sharpening the saw, he was ready to make the next step to SSM. Nathan has been married for 13 years with 4 kids, 11, 9, 7 and 3. His free time(if there really is any with kids) is spent playing video games with the kids and upkeeping the family pool. Nathan also is into archery and shoots as often as he can with his 11 year old daughter. Nathan has become a true Texan and drives a F350 dually truck that he does most of the work on himself. Congratulations Nathan.



**MONICA PHILLIPS**  
(09/28/2021)  
*Route  
Manager*

Please help us in welcoming P55's newest Route Manager, Monica

Phillips. Monica is from Austin, TX and spent 8 years in the Army with one deployment to Afghanistan in 2011-2012. She spent the last five years working for Brinks Armor starting as an armed armored truck driver and eventually promoting all the way to branch manager. She definitely has a few good stories to tell about her times filling ATM machines. In her spare time, she enjoys being on the lake riding jet skis or out on the open road riding her motorcycle. When she is not at work, her other full time job is taking care of her five, yes five, dogs. Welcome to Prudential Monica!



**OSVALDO "OZZY" JIMENEZ**  
(11/07/2016)  
*Sales and  
Service  
Manager*

Please join us in congratulating Osvaldo "Ozzy" Jimenez on his promotion to the position of Sales & Service Manager. Osvaldo's parents, Maria (Lulu) Magana & Tony Jimenez met while working at our Carson Plant. 24 years later, Ozzy began his own journey with Prudential Overall Supply in Carson, as a relief CSR in November of 2016. He then went on to take over his own route in January 2018. In March of 2020, he accepted his next assignment as the Route Manager here at the Carson Plant. In his free time, he loves to stay active, enjoys paintballing, snowboarding, and weightlifting. Ozzy is a huge soccer fan who supports FC Barcelona and once had the opportunity to experience a game in person, while visiting Spain. He looks forward to continuing his travels, and is making it his goal to visit Greece, Thailand, and Egypt soon. Congratulations on your well-deserved promotion, we look forward to your continued success!



*Congrats on your new promotion!*





**PEDRO MENA** (01/16/2017)  
*Plant Manager*

Corporate Services in partnership with Irvine Industrial plant (P06) is happy to announce that Pedro Mena has accepted the position of Plant Manager for the Irvine Industrial Plant (P06). Pedro's new role as Plant Manager will be for up to 6 months. This will be a great win-win partnership where Pedro will get an opportunity to run a plant operation and Irvine plant will get benefits of Pedro's experience as Corporate Production Manager. Pedro's current responsibilities as Corporate Production Manager will be re-distributed within Production and Engineering department, so he can 100% focus on making P06 production operation one of the best in class. Pedro's new role as Irvine Plant Manager will start on August 30th (Monday) and he will report to Jaime Miramontes (P06 GM). We are super excited about this unique partnership and looking forward to some great success for both Pedro & P06 team.



**RACHAEL METZGER** (05/25/2021)  
*Production Manager*

Please join us in welcoming Rachael Metzger who has accepted a Production Manager position at the Richmond cleanroom Plant 70. Rachael has spent the last several years as an Assistant Manager at a large Distribution Center. Rachael is looking forward to the Production Manager position here at Prudential. Rachel just purchased a lakefront home and enjoys kayaking and fishing during spare time. Rachael also loves being outdoors, and likes to go hiking, camping and gardening. During football season, Rachel follows the Dallas Cowboys. We are super excited to have you on the Richmond team Rachael!



**RICHARD HERNANDEZ** (12/09/2016)  
*Route Manager*

Please join us in congratulating Richard Hernandez with his promotion from Customer Service Representative to Route Manager. Richard joined Prudential in December 2016 as a CSVR at the LA Cleanroom Plant. After 4 ½ years of providing great customer service on his route, Richard decided it was time to grow with Prudential and recently accepted a position as a Route Manager. Congrats, Richard!

*Nice Job!*



**ROGELIO SERRANO**  
(07/26/2010)  
*Service Center Manager*

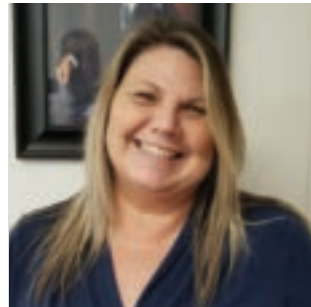
Please help us in congratulating Rogelio Serrano of Moorpark to his promotion as

the Service Center Manager of the San Antonio Service Center. Rogelio started his career with Prudential as a Utility Driver in July of 2010 at the Moorpark service center. Shortly thereafter he was promoted to Route Manager and in January of 2013 he was promoted to SSM of District 2. As an ALDP graduate with over 11 years of industry experience he is thrilled to have the opportunity to continue to grow professionally within the company. Rogelio is a graduate of Cal State Channel Islands where he majored in History. In his spare time, he enjoys reading and staying current in business and world events. But his favorite thing to do is taking his kids to their sporting events and watching them play. He also likes to spend time in the backyard grilling on his Weber and making a good salsa. Rogelio is a native of Camarillo, California and it is where he met his wonderful wife, Sue. They have three amazing children Ariana who is 15, Adrian 4, and boss baby Alana who is 10 months. Sue, the "A" team, and Rogelio are excited to make Texas their new home state." Congratulations and welcome to the P55 team!



**ROSCOE GATEWOOD III** (11/09/2021)  
*Sales and Service Manager*

Please help us in welcoming Roscoe Gatewood III as our new Sales and Service Manager at the St. Louis Service center. Roscoe is originally from Oklahoma City and even though he resides in St. Louis now, he is still a die hard Oklahoma State football fan as well as an Oklahoma City Thunder fan. Roscoe graduated from Emporia State University and was Captain of the football team for 2 years and played free safety for them. Roscoe likes to travel with his girlfriend and experience new things. He loves to grill and you can catch him grilling just about every day in the summer time! Welcome to the team Roscoe.



**STEPHANIE GROVES**  
(11/06/2019)  
*Office Manager*

Please join us in congratulating Stephanie on her new role as Office Manager at P80. Stephanie started in 2019 as an

Office Clerk where she quickly excelled. Prior to Prudential Stephanie was fortunate enough to be a stay at home Mom for 18 years. She grew up in Colonial Heights and still resides here with her husband of 24 years, Scott and her two children, 23 year old Devin and 21 year old Brooke. Also included in the household are her two yellow labs, Penny and Sheldon (yes, she is a big fan of The Big Bang Theory) a cat and a fappy (fat & happy) Chinchilla. Stephanie and her family enjoy spending time at the beach, going to the mountains for a quiet weekend, or hosting big backyard BBQ's where playing corn hole is a staple. She also enjoys volunteering for Children's Miracle Network and Special Olympics. You might even catch her doing the annual Polar Plunge into the ice cold Atlantic at Virginia Beach for the Special Olympics! Welcome aboard Stephanie!

# NEW ASSIGNMENTS & PROMOTIONS IN THE COMPANY



**THOMAS AMAYA** (09/28/2020)  
*Maintenance Supervisor*

Please join us in congratulating Thomas Amaya in his promotion to Maintenance Supervisor of the Riverside plant. Thomas joined Prudential September 28, 2020 as our Maintenance Mechanic and very quickly was embraced by the Riverside team. Thomas came to us from Carl Zeiss where he worked for a few years as part of their maintenance team. His continued pursuit for knowledge is admirable and his personality is contagious. Thomas is married to his beautiful wife Victoria and this year they are celebrating their 9 year anniversary. Thomas has two sons, Thomas III (16) plays soccer and Arnex (15) plays basketball. As a true Californian he and his family spend their free time enjoying everything the Pacific Coast has to offer, Surfing/Boogieboarding/S.U.P'ing (any board with a leash) snorkeling, fishing, hiking, biking, and all other outdoor activities. He also loves playing sports, tennis and basketball are his favorites. Thomas is huge fan of the Lakers, Cowboys (Go Cowboys) and Angels (Go Halos) Congratulations Thomas!



**TORI BLAINE** (11/16/2020)  
*Account Executive*

Please join us in congratulation Tori Blaine, our newest AE for Plant 71. She has several years of experience in sales & marketing, property management, and real estate development. Tori began her career at POS in November 2020 as a CoSR and has contributed greatly to our Plant's success. Currently, Tori is working toward her Master's degree in Business Administration where she also completed her undergraduate work at Southern New Hampshire University. Although born in New Hampshire, Tori grew up in Vermont since the age of 4 and enjoys skiing, traveling, hanging out with family and friends, and loving her cats (Teddy and Vern). Speaking of Vermont, Tori is engaged to Jay who is now in 5th generation ownership of a Maple/Sugaring Farm. We are excited to see Tori excel in her new role and continue to grow the business. Congrats Tori!



**TRACEY HAIRSTON** (06/07/1999)  
*Production Manager*

Please join us in congratulating Tracey Hairston on her new role as Production Manager! Tracey has been with Prudential for 22 years. 17 of those years in the cleanroom at P70 where she worked as Production Supervisor and QA back up simultaneously. Tracey has been at P80 for the last 5 years as Production Supervisor. The employees here say Tracey bleeds blue and orange because she is so dedicated to the Company. Tracey has a collection of cars that would make anyone jealous, she has 16 cars and 2 motorcycles!!!! They range from Mercedes-Benz to Jaguar to 5 different makes of trucks and they all have beautiful shiny chrome rims. The only problem with having so many cars is that she can't find time to ride her motorcycles! Tracey is a die-hard Washington Football Team fan and watches them every Sunday. Her only wish in life is that they get past the first round of the playoffs. Keep wishing Tracey! She is a Virginia native and has lived her whole life in Charles City County, VA. She has 2 daughters, Logan and Neja, and a grandson who she adores and another grandbaby on the way! Congratulations Tracey, we are very excited to see you grow in your new role!



**CARLOS RODRIGUEZ**  
(01/18/1999)  
*General Manager*

Please join us in congratulating Carlos Rodriguez who has accepted the position of GM for the Tucson Plant (P21)! Carlos started with the Company in Tucson as a CSR in January of 1999. Demonstrating his talent, he was quickly promoted to Route Manager in 2000 and promoted again to Sales & Service Manager in 2007. He then decided to learn the Production side of our business and transferred to a Plant Manager Trainee position in 2017, being promoted once again to Plant Manager of Tucson in 2018. Carlos is happily married to his beautiful wife Lucy and they have three sons (just like the TV show!) ages 26, 22, and 19. Carlos and Lucy recently became empty nesters (aka liberated adults) and are enjoying every minute together finding new destinations to travel to. In his spare moments Carlos enjoys playing golf, tackling home projects, and watching sports; specifically the Las Vegas Raiders and University of Arizona. Carlos will assume his new position in January of 2022. Congratulations Carlos!



**URIEL RODRIGUEZ MARENTES** (07/06/2021)  
*Production Manager*

Please join us in welcoming Uriel Rodriguez Marentes who has accepted a Production Manager position at the Richmond cleanroom Plant 70. Uriel has spent the last several years as an Assistant Manager at a large Distribution Center. Uriel is looking forward to the Production Manager position here at Prudential. To share a little about Uriel he recently purchased a first home and enjoys spending time on renovation and remodeling projects with his girlfriend. When not working on those projects Uriel likes to spend time outdoors hiking or out on the water. Uriel is passionate about anything with an engine, especially BMWs, as well as the sport of boxing & mixed martial arts. We are super excited to have you on the Richmond team Uriel!

*Thank you for being great team players!*



Since 1932, Prudential Overall Supply has been a leader in the uniform rental industry. We're proud of our history and are excited about our future. If you're growth oriented, career minded, and looking for a challenging and rewarding opportunity, we would like to hear from you. Prudential Overall Supply is an Equal Opportunity Employer.

Looking for a challenging and stable career where diversity is embraced? At Prudential Overall Supply you will encounter new and exciting opportunities as we invest in our employees and maximize their potential.

Working at Prudential Overall Supply, employees work with a diverse customer base every day. Prudential is a uniform & linen rental company and is family owned and operated with generations of experience. At Prudential we care for the overall well-being of our employees and those whose lives they touch on a daily basis. We understand that family is important, and that's why we strive to make our employees feel like a part of our family.

We reward performance and hard work with competitive compensation packages including cutting-edge health plan options, vacation and sick time that accrue and life-long career growth opportunities.

Have peace of mind knowing that you work for a stable and reliable company. Prudential has been in business since 1932.

Join Prudential Overall Supply and see firsthand how we value our employees and our customers. We are looking for talented people in all areas of business from production to sales, delivery and management.

## DIVERSITY AND INCLUSION

At Prudential Overall Supply, we understand the value of diversity. We are a family owned business with a diverse customer and employee base. As we have grown, we have made a commitment to hiring, retaining, developing and promoting our employees and celebrate their diverse backgrounds, perspectives, cultures and experiences.

We are an equal opportunity employer and continue our work to strengthen diversity among our employees, managers and leaders. We define diversity broadly and know that includes many distinct attributes. We do not discriminate in any of our employment decisions based on these attributes and aim to have our employees reflect the communities where we operate. This inclusive approach is part of our history will be an important part of our future.

## BENEFITS

Prudential supports employees in preparing for a financially-secure future by offering a company matched 401K retirement plan and profit sharing. The benefits don't stop there. We encourage our employees to develop their skills by offering a tuition reimbursement program: employees can earn a degree and excel at their job at the same time.

### Benefits include:

- **Medical**
- **Dental**
- **Vision**
- **401(K)**
- **Profit Sharing**
- **Tuition Reimbursement**
- **Paid Holidays**
- **Paid Vacations**
- **Car Allowance (certain positions)**

VIEW OUR JOB LISTINGS ON MONSTER.COM, INDEED & LINKEDIN.



For more information, please visit [www.prudentialuniforms.com/careers/military](http://www.prudentialuniforms.com/careers/military)

At Prudential Overall Supply, we value military service and experience. As we have grown, we have made a commitment to hiring, retaining, developing, and promoting more veterans and celebrating their diverse backgrounds, perspectives, cultures and experiences.

**EXPLORE OPPORTUNITIES FOR VETERANS AT PRUDENTIAL**  
Available on our website.

# MAKING A CAREER AT POS - PROMOTED...



## *A note from the President...*

One of the things I appreciate most is Prudential's commitment to "Developing all team members to achieve their full potential". We are proud of the many employees that continue to engage with us in improving themselves and earning promotions to new positions within our organization. Developing and elevating our employees is a critical activity in ensuring the future success of our Company and each individual's journey is a thread that make the tapestry of Prudential stronger and more beautiful.

**CHRIS WELCH** (12/14/95) *President*

## **ABOUT MPTP - MANAGEMENT POTENTIAL TRAINING PROGRAM**

As Prudential recognized a need to develop future leaders for the company, the Management Potential Training Program (MPTP) was launched as a fast-track program to educate individuals about our business and expose them to leadership principles. The program moves these MPTPs through training in production, service and sales during a year-long period. Our MPTPs bring strong academic backgrounds as university graduates along with outside work experience from a number of fields.

Many of today's leaders at Prudential have come from the MPTP program, including our President, Chris Welch. Several of our other leadership roles have also been filled by MPTPs, including General Managers, Assistant General Managers, Sales & Service Managers, District Sales Managers, Regional Directors and Plant Managers. The success of the program has made a great impact to our business. We look forward to continuing this program as one of the many ways that Prudential invests in its people. Developing all employees to reach their full potential is an important part of our company's mission and the MPTP program is an excellent example of how we are building for the future.



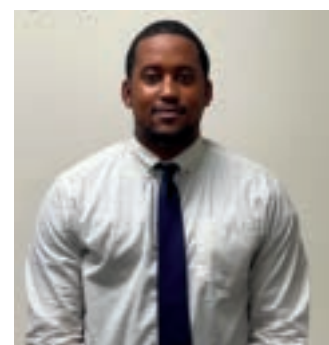
### **JONATHAN CADY**

(04/12/2021)

**MPTP**

Corporate Services

Jonathan found the opportunity for the MPTP position at Prudential while searching through job postings on Indeed. After reading about the job description he applied and heard back from Bob Connelly the next day. He accepted the position after interviewing with Mr. Connelly and started his career with Prudential in early April 2021. He started his production training in Riverside, CA (02) and then went on to complete his route to success there as well. After completing his route to success in Riverside, Jon went to Vista, CA (13) to continue his training. He completed office training, sales and service training, and corporate sales training in Vista. Jon has enjoyed his journey at Prudential and looks to continue to grow and develop. He values the culture at Prudential and is excited to see where this journey will lead him.



### **MICHAEL POUNCY**

(01/18/2021)

**MPTP**

Corporate Services

Originally from Illinois, Mike graduated from Georgia State University with his MS in Sports Management. Mike received his BA in Business Management from Alabama State University. Mike was hired on January 18, 2021, as a management trainee at our Atlanta service center. Mike has completed his industrial and sales training thus far and is looking forward to his cleanroom training. Throughout his training, he has had the opportunity to assist (P80) Colonial Heights and (P83) Duncan with training CSR's. Mike enjoys helping customers achieve their business goals by solving their issues. Mike is faced with new challenges every day at Prudential, and this allows him to learn and grow a better understanding of the industry. Prudential promotes diversity and offers him ample opportunities to grow his career within the company. Mike is looking forward to completing the MPTP program and securing a Sales & Service Manager position.



### **MARTIN MURATALLA**

(11/16/2020)

**MPTP**

Corporate Services

I was searching for an opportunity where I can grow and learn. That is when I found Prudential or as I like to say Prudential found me. After hearing the type of opportunities, they had to offer I thought to myself this is too good to be true. I was gladly mistaken, because while in the program and learning everything from production to sales in the garment business I got to meet and learn from former MPTP's like myself. What I saw from those former MPTP's was that the opportunities are there for the taken if you show hard work and dedication anything is possible. I can not wait to be in their shoes in the future.



### **ELIANA RIOS**

(06/21/2021)

**MPTP**

Corporate Services

Eliana Rios graduated from San Diego State University in May of 2021. While searching for post-graduation jobs, she found the listing for a Manager Trainee on Indeed and began working for Prudential in June. She likes the opportunities for growth the company provides and how close everyone is throughout all the plants. In 2022 she will begin her cleanroom training and be on her way to finishing the program!





## **BRYAN LARA**

(01/25/2021)

**MPTP**

Corporate Services

Bryan Lara started with Prudential in January 2021 where he began his Management Potential Trainee Program at the Cleanroom Los Angeles (P15).

In my final semester of college, from Cal State Los Angeles, I began searching for internships and trainee programs to which I could apply to. I came across Prudential's MPTP program which piqued my interest because my mom was currently working there and she had mentioned great things about the job and the company in previous conversations. I applied and that's when my Prudential story commenced.

One of my favorite things about Prudential has to be the culture of the company. Everyone that I've come across within the company whether it be the CEO, Vice President, GM etc. has been genuinely interested and helpful in my development and have provided an open door policy, creating an environment where I feel as a valued employee.

Nearly a year now in the program and the company, I've learned a lot and I'm excited to continue to learn and grow as my career progresses within Prudential, along with the opportunity to build relationships with all the amazing people that make this company great!



## **ROD HERNANDEZ**

(03/01/2021)

**MPTP**

Corporate Services

Please join us in welcoming Rod Hernandez to Prudential. Rod is a Management Potential Training Program (MPTP) candidate currently working out of Plant 15 Cleanroom in Commerce, CA. A graduate from Cal State Northridge with a degree in Political Science, Rod comes to us after serving 13 years in the United States Navy as an Intelligence Officer where he served in locations worldwide in various positions of leadership, making him a self-proclaimed "Jack-of-all-trades." When Rod isn't working, he enjoys cycling, reading, traveling, trips to Disneyland, or rooting for one of his many teams: Dodgers, Lakers, L.A. Kings, USC, Team USA, and the NY Jets!

Rod is grateful for all he has learned and experienced thus far as an MPTP, having completed his Industrial training at Plant 04 Carson and participating in Marketing Group One (MGO) Nashua, NH in support of Plant 73 Nashua Industrial. He is thrilled to be a part of the Prudential Team and is eager to learn as much as he can about the industry before finding a more permanent location as an SSM or AGM. We are excited to have Rod as part of the team and look forward to his continued success!



## **JOE LOPEZ**

(11/20/2020)

**MPTP**

Corporate Services

Joe Lopez came to us from the Hospitality Industry where he has worked most of his career prior to joining Prudential. He graduated with his degree in Culinary Arts from the School of Le Cordon Bleu in Hollywood, CA. He has now been training in the MPTP Program for a year and is now exiting to enter into his next chapter with Prudential.

"When I joined Prudential I knew I was embarking on a whole new life journey, I was ready for a new challenge and in search of structure and of a better work and personal life balance.

I knew I had something to offer and I wanted to share my experience and knowledge with a company that values my hard work. I found that when I came to Prudential and joined the MPTP program.

In the year that I've been here, I have trained across multiple divisions and all levels of the organization."

"Prudential has carefully cultivated a culture that encourages and invests in growth and development from within, they truly value their employees and you can see that.

Since joining I can personally say that I can attribute tremendous growth thanks to the support Prudential has provided through many of their greatly developed leaders.

A special thanks to Bob Connolly and The Clark Family for giving me the opportunity to join the Prudential family. I look forward to my future with the company and I'm excited to continue my growth and be a contribution to the team."



## **MATTHEW JARRETT**

(01/18/2021)

**MPTP**

Corporate Services

I started with Prudential as an MPTP back in January of 2021. I was blessed to find out about the position through indeed a couple of weeks after graduating college.

When I started I didn't know what to expect. There is no job description as an MPTP. So through the training it was on me to make the best of my experience so that I may be successful in the long run. The best thing to do as an MPTP is make like a sponge and just soak up as much information as you can. Along with realizing that you always have to be a student here. There is never a day that I don't learn something new, whether it be from my mentors, our customers, or something I discovered whilst exploring one of our many software tools at our disposal.

The most important thing I have learned in my time as an MPTP is that there is limitless support with this company. Someone will always answer that late night phone call and someone is always willing to help. I have never worked with a company that has cultivated such a familial environment and it is truly a blessing to be a part of.

As an MPTP I got my service training from Joe Perry and Raymond Buck, my sales training from Tim DeShazor, and my Cleanroom training from Casey Starr. I am so thankful to them for the time they took to coach and train me and I look forward to learning as much from them as I can. This program had its fair share of difficulties but learning the best ways to overcome them is what this program is all about.

I have learned so much as an MPTP and I look forward to continuing my career with Prudential.

**Success Focus**

# CUSTOMER TESTIMONIALS - MAILBAG

## "WHAT PEOPLE ARE SAYING"

Dear Sergio,

Thank you for your efforts yesterday in visiting our location, sorry I was not at our office to meet with you, if you ever decide to come back for another visit...please let me know in advance so I can be sure to be on-site.

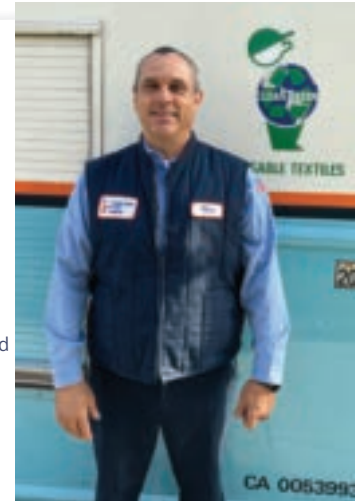
I wanted to take a moment and recognize the exceptional level of customer service we receive from Rene...our serviceman from Prudential.

Being a manager myself and dealing with customers I pay special attention to this area and believe that it is one of the most critical aspects in regards to customer satisfaction, repeat business transactions, and customer/business referrals.

Over the years, I've had many contacts/communication with Rene, he provides the absolute best, quick, and professional service possible. Rene is a "Star Operative" and exemplary employee of your company and we appreciate all his efforts when he is here at our location. He never fails to check in with me, ask if everything is good with our uniform service, and if there is anything he can do to improve the service. In addition, Rene has an uncanny ability to offer additional service products without make one feel pressured.

His knowledge, experience, and pleasant personality has been a pleasure in dealing with Rene over the years, so much so that I feel I had to let you know of it since I missed your visit. Thank you for your kind attention.

Jesse Enriquez  
Girard & Peterson, Inc.  
Burbank, CA



**SERGIO LOPEZ** (07/24/2006) Sr. Sales & Service Manager, **RENE MORAN** (12/19/2005) Customer Sales Representative, Los Angeles Plant

Hi Brad,

The support from PCS is very much appreciated from TI team.  
A big thank you to Herbert Seda being flexible for TI holiday schedule and the adjustment during snow storm.

Sincerely,  
April Lee  
Worldwide Procurement & Logistics | Wafer Fab | Texas Instruments Incorporated

**BRAD SCHACHERL** (05/07/2012) General Manager, **HERBERT SEDA JR.** (09/16/2013) Customer Service Representative, Austin Cleanroom Plant

Prudential driver Paul Armijo provides excellent service and communication with excellence, he has a wide knowledge base, is always courteous and goes the extra mile for provide service to our employees. Account Manager Stacey Kohlman responds immediately and always courteous and knowledgeable willing to provide whatever we need to meet our uniform needs. Both Stacey & Paul excel in their service to us.

Pam Trombetti, Sandia Facilities

**PAUL ARMILJO** (03/27/2000) Customer Sales Representative,  
**STACEY KOHLMAN** (04/13/1998) Office Manager, Albuquerque Plant

# CUSTOMER TESTIMONIALS - ONLINE



Now it's your turn to enter into our raffle to win a \$100 Shop Prudential gift card by leaving a Google My Business review!

## Google REVIEWS



*"Prudential does a nice job, each week garments are cleaned/bagged, picked/dropped off when promised. I highly recommend their services."*

**- RALPH PIZZUTI**  
NASHUA, NH  
CLEANROOM PLANT



**PRIDE INDUSTRIES** won the Google My Business raffle for rating Prudential Overall Supply's business on Google and submitting a raffle entry.

*Thanks for the awesome rating!*



*"Great Service, always on time and have the supplies that our business need. Highly recommend this business."*

**- CHIVON CYRUS**  
COLONIAL HEIGHTS, VA  
INDUSTRIAL PLANT



*"I been with Corporate Uniforms company's and this is my first time with a family owned company. The service is handled as if I was part of their family operation. I can call or text the manager and he will respond while on vacation or weekends and do what it to handle my request."*

**- SAM D.**  
TUCKER, GA  
INDUSTRIAL SERVICE CENTER



*"Very detailed and very accommodating. Great group of people to do business with!"*

**- CLAY JEFFERS**  
SAN ANTONIO, TX  
INDUSTRIAL SERVICE CENTER



*"Here at TAP and Sons electric we have used this company for years. They are awesome. On time. Always communicating. Highly recommend."*

**- JIM SMITH**  
PHOENIX, AZ  
INDUSTRIAL PLANT



*"Great people to do business with. Thank you Adnan Isovic and Carlos Bellacatin for always help our uniforms to look good !!!"*

**- ROSA MASAREJE**  
WEST SACRAMENTO, CA  
INDUSTRIAL SERVICE CENTER



*"Seldom seen better customer service - just the most congenial people, eager to please and hard working. On the rare instance something was dropped from our order the driver himself overnighted us the missing product! Can't get much better than that. And pricing is highly competitive!"*

**- DAVE CAPPI**  
TUCKER, GA - INDUSTRIAL SERVICE CENTER

Congratulations to PRIDE INDUSTRIES on winning the Google My Business raffle!

**\$100 GIFT VOUCHER**  
@ ShopPrudentialUniforms.com

Our online store offers thousands of image apparel choices for all shoppers.

**Prudential Overall Supply**

Congratulations on winning the Google My Business Review Semi Annual Drawing!

**PRIDE INDUSTRIES**

**THANK YOU FOR YOUR REVIEW. WE APPRECIATE YOUR BUSINESS.**  
You are now able to shop on our online store using this promo code:

Like us on Facebook and receive a 10% off your purchase!

UNIFORMS - TOWELS - FACILITY PRODUCTS - CLEANROOM  
PRIDENTIALUNIFORMS.COM SHOPPRIDENTIALUNIFORMS.COM 800-767-6536



## DON'T MISS OUT!

We will be sharing more about our POS and PCS locations "happenings" on our social media platforms and would really like you to **SEE** it, **LIKE** it and **SHARE** it!



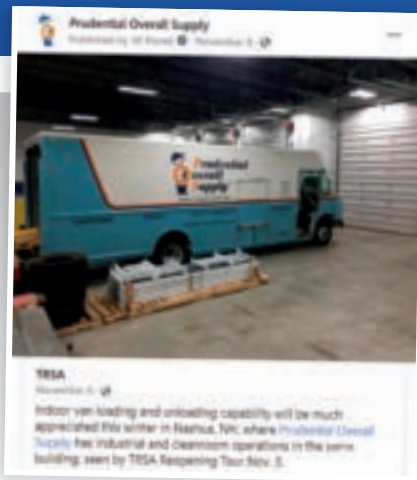
FACEBOOK: [www.facebook.com/PrudentialOverallSupply/](http://www.facebook.com/PrudentialOverallSupply/)



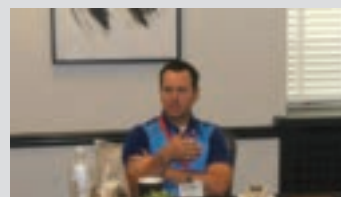
TWITTER: [twitter.com/POSUniforms](https://twitter.com/POSUniforms)



LINKEDIN: [www.linkedin.com/company/prudential-overall-supply](http://www.linkedin.com/company/prudential-overall-supply)



## PRUDENTIAL AT 89: GROWING STRONGER IN A 'CHALLENGING YEAR'



**JOHN CLARK**  
(08/31/2009) CEO,  
speaks at a TRSA Next-  
Generation Executives  
meeting.

Prudential Overall Supply, Irvine, CA, recently marked its 89th anniversary. The family-owned and operated independent has made remarkable progress since its founding in 1932 by John D. Clark as a one-man operation. Today, Prudential is a nationally branded industrial operator that serves some 28,000 customers from coast to coast.

Last year, Clark's grandson, also named John Clark, succeeded his father, Dan Clark, as CEO. Dan continues to serve as company chairman. The younger Clark says he's grateful to many associates in the industry that helped Prudential achieve growth in the past year, despite the COVID-19 pandemic.

"Prudential Overall Supply is proud to be able to celebrate our 89th anniversary this year," John Clark said. "One of our main objectives each year is to close the year stronger as a company, so we can better support our customers. Through much effort from our employees and suppliers, we believe we were able to achieve this in a challenging year. This is a testament to the strength and flexibility of our organization." Clark added that, "We thank every supplier for their dependability, every customer for the trust they instill in Prudential, and we are ever grateful to each employee for their hard work and effort, so that we can best serve our customers."

In a Textile Services magazine interview last year after he became CEO, Clark said he planned to continue the company's successful growth strategy, including promoting staff from within. Examples include Chris Welch, a 25-year nonfamily manager whom Clark tapped to serve as president. Welch succeeded Tom Watts, another nonfamily executive who served 20 years as president. "A lot of Prudential's top management works through the ranks in the organization," Clark said, noting his own journey up the ladder, which included significant experience outside the company. With Prudential, Clark completed a 10-year executive-training process, beginning in sales/service. He later advanced to plant and regional management posts, general manager, regional director and more before his appointment as CEO.

To read the full article, which features comments from both Clark and Welch <https://www.prudentialuniforms.com/media/press-releases/prudential-at-89-growing-stronger-in-a-challenging-year/>

## PRUDENTIAL OVERALL SUPPLY FEATURED IN AMERICAN LAUNDRY NEWS



# Prudential Overall Supply celebrates 89th anniversary

IRVINE, Calif. — Prudential Overall Supply, an industry leader in reusable image work apparel and related textiles based here, is celebrating its 89th anniversary.

Founded by John D. Clark in 1932, Prudential has grown from a one-man operation to a national brand serving more than 28,000 customers throughout North America.

Prudential's third-generation CEO, John Clark, says, "Prudential Overall Supply is proud to be able to celebrate our 89th anniversary this year.

"One of our main objectives each year is to close the year stronger as a company so we can better support our customers. Through much effort from our employees and suppliers, we believe we were able to achieve this in a challenging year. This is a testament to the strength and flexibility of our organization.

"We thank every supplier for their dependability, every customer for the trust they instill in Prudential, and we are ever grateful to each employee for their hard work and effort, so that we can best serve our customers."

Family-owned and -operated since 1932, Prudential Overall Supply says it is dedicated to enhancing its customers' images at the best dollar value. By providing premium quality workwear and safety uniforms, career apparel and casual wear, classroom garb and related services, Prudential says it can outfit entire organizations.

This certified Clean Green, on-time, weekly service also addresses facility image and safety requirements by offering floor mats, wiping towels and facility products throughout the United States. ALN



## LAUNDRY EMPLOYEE TRAINING IN A COVID-19 WORLD - FOUR EXPERTS TALK EFFECTIVE TRAINING METHODS



CHICAGO — David Griggs, general manager of Superior Linen Service's Healthcare Division in Muskogee, Oklahoma, says two common issues that most laundries face are employee turnover and employee accidents.

"While no program can completely stop either issue, you can go a long way toward solving these issues with a good continual employee training program," he says.

"Unorganized facilities create employee frustration that usually leads to both turnover and accidents. They also generally produce a poor quality product that gets sent to their customers."

Add in the COVID-19 pandemic, and training laundry employees can be challenging at best.

American Laundry News communicated about effective laundry employee training today with Griggs; **SYLVIA WILLIAMS** (03/11/2013) Human Resources Manager for Prudential Overall Supply headquartered in Irvine, California; Tommy Cocanougher, Director-Operations Engineering for Cintas Corp.; and Deana A. Griffin, president of The Griffin Group Inc. in Staunton, Virginia.

In Part 1, the experts talked about the effects of the pandemic on training. This time, they discuss training methods.

### DESCRIBE SOME OF THE MORE EFFECTIVE METHODS OF LAUNDRY EMPLOYEE TRAINING.

**WILLIAMS:** At Prudential, we have found that the most effective method to train our employees is by pairing them up with a knowledgeable buddy. The "Buddy System," as we refer to it, provides them hands-on training with someone who is a subject matter expert in that skill.

The employees may also find it less intimidating to approach their assigned "Buddy" with questions if they do not understand a process. We encourage our new hires to ask questions and provide them ongoing effective feedback during the training process.

**COCANOUGHER:** In one-on-one training, don't just explain "how" but explain "why." Teach what happens if the task is not correctly completed and the impact both upstream and downstream.

Remove the complexity of product identification, soil classifications, quality standards and the like by use of effective visual boards in the work area.

For positions that are more highly technical or complicated, relying on a high level of specific steps, a printed playbook or reference book may be helpful. Laminate the pages, mount them in the work area, and teach your employees how to reference them as they learn the new job.

To read whole article go to our website: <https://www.prudentialuniforms.com/media/press-releases/laundry-employee-training-in-a-covid-19-world/>

## PRUDENTIAL OVERALL SUPPLY ACHIEVES RANKING ON SELLING POWER'S ANNUAL "50 BEST COMPANIES TO SELL FOR" LIST IN 2021



Prudential Overall Supply, a leading company in the reusable textile industry, announced that it has ranked #4 on the Selling Power 50 Best Companies to Sell For 2021 List. This is the fourth consecutive year that Prudential has been recognized on this list. This is the 21st consecutive year the ranking has been published by Selling Power.

Selling Power magazine founder and publisher Gerhard Gschwandtner says, "The companies who earned a spot on this year's list have truly world-class sales organizations," says Gschwandtner. "In addition to providing superior onboarding and ongoing sales training, they quickly pivoted their strategy to give their sales reps the tools and skills they needed to succeed in today's digital, remote selling environment."

To assemble this year's 50 Best list Selling Power's research team created a thorough application where they gathered data across four main categories:

- Compensation and benefits
- Sales culture
- Onboarding and sales enablement strategies
- Sales training and coaching

Companies were ranked in each of the categories above to determine the final list. The methodology is the product of years of research, and Selling Power continues to refine the approach each year. Almost all the companies featured on the list invested in and offered thorough training specific to virtual selling in response to the pandemic. The list encompasses companies of all sizes - with sales forces ranging from fewer than 100 salespeople to companies with sales-force numbers in the thousands.

The full ranking of Selling Power's 50 Best Companies to Sell For in 2021 can be viewed here: <https://bit.ly/35RmL1>

## REPURPOSING TEXTILES



**CHRIS WELCH** (12/14/1995) President of Prudential Overall Supply, discusses the company's commitment to sustainability through its Clean Green certification, and how its focus on eco-friendly practices led to its collaboration with Ambercycle, a TRSA supplier partner committed to recycling textile goods, led by CEO Shay Sethi. For more informatino about TRSA Clean Green certification, visit [www.cleangreen.org](http://www.cleangreen.org).

## AMERICAN LAUNDRY NEWS HIGHLIGHTS OUR PRESIDENT, CHRIS WELCH



When **CHRIS WELCH** (12/14/1995) President of Prudential Overall Supply based in Irvine, California, pictures a laundry leader, he envisions a person with a solid understanding of his/her customers and employees and what the company's value proposition to both groups is.

"I think it's important to have clear channels of communication flowing in all directions within the business and encourage idea generation; even if every idea won't be acted upon, it will be actively listened to," he says.

"Also, being worthy of others' trust and executing on your commitments to them and having a vision of the future that inspires others to help bring the vision to fruition."

While laundry leaders need to embrace the qualities all three mentioned, COVID-19 has affected what makes a good leader today and what future leadership needs to understand.

## ARTA STUDIES PASS PEER REVIEW THE SAFETY OF REUSABLE TEXTILES AND THE ECONOMIC IMPACT OF CLEANROOM TEXTILES

A literature review on the safety of reusable textiles over the past 50 years and a study on the economic impact of reusable cleanroom textiles are the latest peer-reviewed placements.

Two ARTA papers have been accepted via the peer-review process with publish dates TBD. Peer review is the standard that determines whether research, a study, or literature review is considered scientifically valid. Without the peer-review stamp of approval, data is considered anecdotal.

— The Safety Record of Reusables Over 50 Years (1970 – 2020) is accepted and will run in the Journal of Infection Control and Hospital Epidemiology. The paper defines and shows that the incidence of links of reusables to Healthcare Acquired Infections (HAI) (proven and unproven) is inconsequential.

— Paper on the National Economic and Environmental Benefits of Reusable in Cleanroom Textiles has been approved. This will run in the PDA Journal of Pharmaceutical Science and Technology.

Both of these works were conducted by Environmental Clarity, a research firm specializing in life cycle assessment and textiles. The ARTA Cleanroom Committee oversaw the economic impact study on cleanroom textiles. ARTA's LCA Committee will begin work on economic impact studies related to isolation and surgical gowns. ARTA will make copies of these works available to members as soon as published.



SOURCE: laundryledger.com  
BY: Nancy Jenkins, ARTA Executive Director

## NEW PEER-REVIEWED PAPER REVEALS SAVINGS OF 58% WHEN CLEANROOMS CHOOSE RESUABLE GARMENTS

Now published in the peer-reviewed PDA Journal of Pharmaceutical Science and Technology is the first economic impact report on cleanroom garments. The study was conducted for ARTA's Cleanroom Committee by Environmental Clarity (EC) and reveals that annually cleanrooms can save 58% on garment costs when they choose reusable garments versus disposable ones.

ARTA began conducting life cycle analyses (LCAs) for the industry in 2013 in conjunction with EC. Since then, LCAs have been completed on isolation and surgical gowns, as well as incontinence pads. To date, all the LCAs have proven that reusable textiles are the environmentally sustainable choice versus disposable items. A new LCA is now underway for microfiber cleaning products.

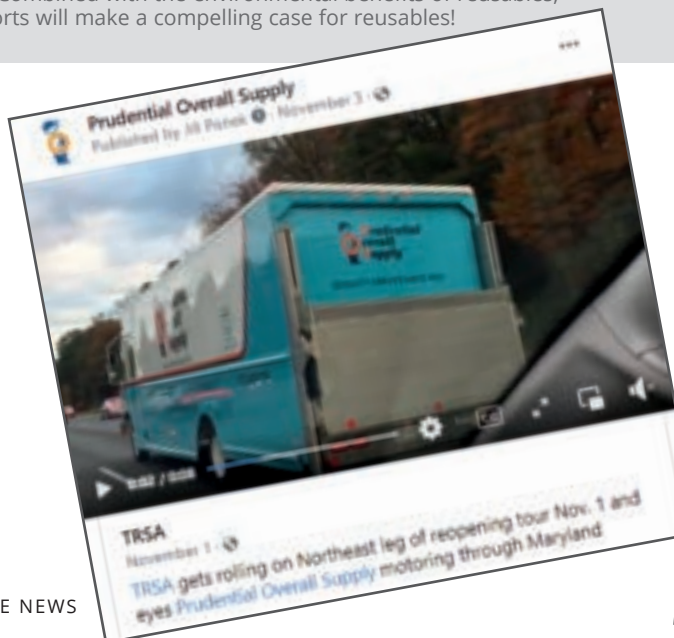
UP NEXT: ECONOMIC IMPACT STUDIES FOR ALL ARTA LCAS  
The next step in this work is to gather and share data on the economic impact of choosing reusable versus disposable isolation and surgical gowns, incontinence pads, and microfiber cleaning products. Combined with the environmental benefits of reusables, these reports will make a compelling case for reusables!

### WHY IS PEER-REVIEW IMPORTANT?

Peer review is the standard that determines whether research, a study, or literature review is considered scientifically valid. Without the peer-review stamp of approval, data is considered anecdotal.

ARTA is building a library of peer-reviewed research on textile products, which allows the textile services industry to irrefutably claim that reusable textiles are the sustainable choice — because the future is NOT disposable!

Check out ARTA resources on its website  
[www.ARTA1.com](http://www.ARTA1.com)



# WHAT'S HAPPENING IN THE PRUDENTIAL FAMILY

## WE HAVE SOME WINNERS!

What an exciting Company Wide Golden Glove promotion! WE saw some leaders come and we saw some fall. We had some close rounds and we saw some teams **really give it their all to be - THE GOLDEN GLOVE CHAMPIONS!**

With the belt and **highest CSR average** - in this corner with a 6.7 case average- **Nathan Leal** of the Austin team! An impressive 201 cases sold! The team was consistent and put up a courageous fight punching their way to the #1 spot!

In second place the hard hitting **Rick Valdez** and the Vista Team come in with a 6 case average and a total of 180 cases sold! Also a heck of a fight from the Vista Team to take the 2nd place seat.

The #1 Plant with the highest CSR Average - **Brad Schacherl** and his fighters from Austin and San Antonio bringing in with 5.9 case average per CSR! Team effort and some heavy hitting has paid off for this Team! **CONGRATULATIONS!**

The **REAL fighters are the CSR's** that get in the ring everyday with our customers and provide **first in class service** and provide the products those customers need like our glove offering. Here are our top 5 CSR's:

Rank	Plant	CSR
1	2	<b>Eric Tirado</b>
2	13	<b>Hector Alcala</b>
3	6	<b>Jason Moreno</b>
4	6	<b>Junior Torres</b>
5	2	<b>Phillip Lopez</b>

## 2021 PRUDENTIAL OVERALL SUPPLY



There are some local prizes and drawings as well as the Corporate drawings that happened last week. Just in time for Christmas shopping and we do have some **GRAND PRIZE WINNERS!**

District Manager:  
**ROGER TOXEY** - San Antonio Plant!

CSR's:  
**DAVE SUBER**- Moorpark Service Center  
**DOMINIC CHACON** Phoenix Plant  
**DAVID MARTINEZ** San Antonio Service Center

*Congratulations to ALL our winners!*

## 2021 1ST HALF CLEANROOM DISTRICT RANKING

It is hard to believe that another 6 months have gone by and we are now just a few months away from closing out 2021. Before that, it is imperative that we recognize the top performers in the Cleanroom Division with our "District Ranking Report". Some unprecedented challenges we faced in 2020 continued in 2021, but the Division shined through them all again and helped Prudential retain its strength. The Sales and Service group had to continue to resolve to creative measures, and be resilient during the first half of 2021.

Although every District is recognized for a great year, we especially recognize the top performers. This half was a LA Cleanroom podium sweep, with the top three spots going to the three SSMs at P15(LACR).

#1 **ANTHONY URIBE** (08/27/2018) Sales & Service Manager of Los Angeles Cleanroom is at the top of the Division Ranking. Anthony achieved the #1 rank for Net Merchandize Cost, SOP %, and CVs. Anthony started with Prudential just 3 years ago as an MPTP and this was his first full 12 months in his district. In this short time Anthony was able to take the top spot in the CR division. I am excited to wait and see what Anthony will do in the years to come. Being one of the most competitive, resourceful and driven individuals I know, this will just drive Anthony even harder to hold on to the #1 spot in the division. He just happens to have significant competition at his plant and across the division to drive him. Congratulations, and Thank You Anthony.

#2 **JOSH MONTES** Sales & Service Manager also of Los Angeles Cleanroom, achieved the #1 rank for District Revenue, Net Merchandize Cost, SOP %, and CVs which propelled him to the #2 spot in the Division. Josh's organizational skills, consistency and resilience has a lot to do with his success. Josh continues to push himself and his fellow SSMs at LACR. Great Job Josh and looking forward to seeing you push for the #1 spot by the end of 2021. Congratulations and Thank You Josh.

#3 **MICHAEL PETROVITCH** (04/24/2017) Sales & Service Manager also of Los Angeles Cleanroom achieved the #1 rank for Net Merchandize Cost, SOPs and Business Retention which propelled him to the #3 rank in the Division. Michael is familiar with this ranking report as he took the #1 spot at the end of last year. Michael being super competitive, will definitely give Anthony and Josh some hard competition to take the top spot back by the end of the year. Congratulations and Thank You Michael.

If you ask, all three top achievers will tell you that their success is not possible without the continued leadership, support and guidance of Xenia Medina(Senior SSM), Gaby Segura(OM), Vigny Sonzeu (AE), Darrell Robbins(Plant Manager), Sandra Marts(GM) and the entire LA Cleanroom Team. All three SSMs from the same plant ranked at the top is no accident. Thank You LA Cleanroom.

Special Recognition to Richmond(P70) SSM Lee Walton, and Austin(P50) SSM Kyle Stowers for ranking #4 and #5 respectively. They are not too far behind and have the opportunity to take the top spot. I look forward to them pushing through in the second half of 2021 and jumping on the podium.

*"You don't have to be great to start, but you have to start to be great"*  
- Zig Ziglar

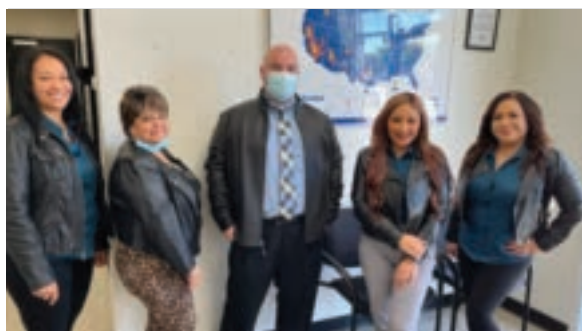
# WHAT'S HAPPENING...



A few of us attended a local event presented by the Orange County Hispanic Chamber of Commerce. The Estrella Awards delivers a spotlight on Hispanic and cultural leaders from Southern California. They presented several awards to individuals at large and small businesses in different categories – all centered around achievements of Hispanics in their organizations and the community.



The Austin Plant celebrating Thanksgiving together.



Fun Leather Jacket Day at the DC!

Left to right:  
**PATRICIA O'QUINN** (3/04/2016)  
 Office Clerk  
**HILDA CARRILLO** (6/26/1990)  
 Plant Support Specialist  
**ROBERT HENRIQUEZ** (4/23/2019)  
 Plant Manager  
**DAISY CERVANTES** (2/01/2021)  
 Office Clerk  
**ANA MIRAMONTES** (1/05/2015)  
 Office Manager



A trailer that previously sat in one of the two Distribution Center receiving bays to the right. We use the trailer as garment storage, but in reality it was also taking up one of the two shipping/receiving bays so we only had one bay to work out of. Sometimes, there would be a truck unloading and another delivery would arrive so they could not deliver to us. On occasion, the waiting delivery driver would actually drive off with our shipment as the driver couldn't wait around.



The "after" once we removed the trailer in order to utilize both bays. No more "missed deliveries" due to the DC only having one bay available so it was a 100% pickup to our delivery and pick up operations = Speed to Market!



Our DC team in action receiving an overseas shipping container packed with much needed aprons for our industrial plants. You can see how the merchandise arrives (broken boxes, etc) so our team has their work cut out for them putting the broken cases back together.



Some of our DC team members after several hours of unloading all of the apron boxes. Next step, building pallets with the specific types of color aprons to ship to our industrial plants!

# ...IN THE PRUDENTIAL FAMILY

**Prudential Overall Supply**  
 Published by Sandita @ November 11 at 11:15 AM · 144

**VeteransDay** We are grateful for our veterans who have dedicated their lives to protecting our country. In honor of Veteran's Day, we interviewed Mike Blazek, Director of Operations at our Corporate Office in Irvine, CA.

"As a young man I grew up in a small town in Iowa. I soon realized that going to college was not for me, so I joined the United States Marine Corps in 1982. In my time of service I was a Q311 Rifleman in the Infantry and guarded weapons at the Concord Naval Weapons Station. I later was assigned to an Infantry unit in Camp Pendleton. Soon after leaving the military, I applied to be a Stockroom Supervisor. I was offered the position of Customer Sales Representative. The Marine Corps instilled leadership skills and a strong understanding of team spirit that I was later able to apply to civilian life and in my career with Prudential Overall Supply. I have had the opportunity to work with some really good people and great supervisors. It's that supportive environment and strong team around me that has allowed me to grow within the company to where I am today. I am eternally grateful for all the opportunities Prudential Overall Supply has provided me." - Mike B.

To learn more about how Prudential Overall Supply supports its veterans, visit us at <https://bit.ly/3DxQz2b>



Posted on all the social media platforms as a highlight on Veterans Day. Thank you Mike and all Veterans for your service!  
**MIKE BLAZEK** (05/21/1990)  
 Director of Operations



**ZAPOPAN GONZALEZ DE MARTINEZ**  
 (02/20/2017)  
 Distributor, received her \$250.00 check for Employee Referral program from **BRAD SCHACHERL** (05/07/2012) General Manager at the Austin Cleanroom Plant.  
 Thanks for the referral!



**BETTY TOUSSAINT**  
 (05/17/2021)  
 Distributor, received her first of three employee referral checks for Employee Referral program from **ISAAC ZAPATA** (04/05/2021) Assistant General Manager at the Austin Cleanroom Plant.  
 Thanks for the referral!

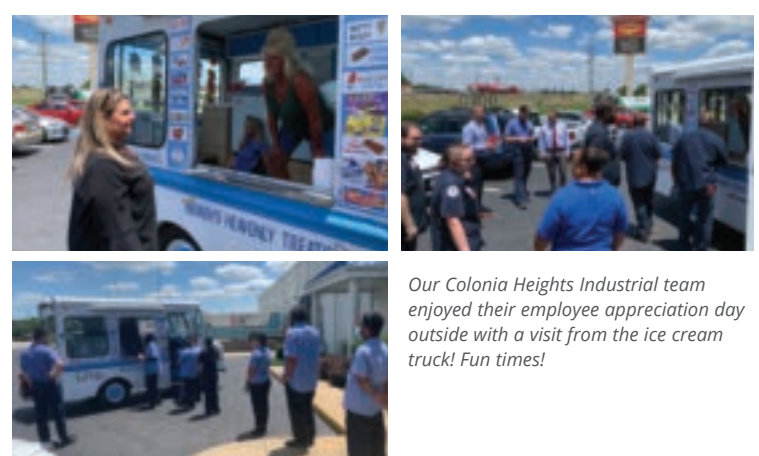
Austin Cleanroom Plant celebrating Employee Appreciation by enjoying tropical frozen treats!



Stacy Ozuna (10/24/2016) Corporate Sales Representative at the Moorpark Service Center would like to highlight a new customer of hers, Rooter Solutions. They offer residential and commercial plumbing solutions. They are a multi-location/multi-plant account in Ventura, Chatsworth and San Diego. The VP, Sean Collins said that they didn't want to be that typical "plumber look" As they wanted to present a non-traditional plumber style. So we designed a uniform that they were comfortable in yet professional:

- **TECHNICIANS** - Industrial shirts and black Mimix pants
- **INSTALLERS** - Light grey Mimix shirts and black Mimix pants
- **INTERNAL MANAGERS** - Navy blue Mimix shirts and black Mimix pants
- **WHOLE TEAM** - supplied with a set of charcoal twill coveralls and a perma lined jacket
- The VP and Owner opted for direct purchase button down's with embroidered logo and a jacket

**ROOTER SOLUTIONS - THANK YOU FOR YOUR BUSINESS...YOU LOOK GREAT!**



Our Colonia Heights Industrial team enjoyed their employee appreciation day outside with a visit from the ice cream truck! Fun times!

# WHAT'S HAPPENING...



**STACY OZUNA** (10/24/2016) Corporate Sales Representative and **MARK STANTON** (07/13/1992) District Sales Manager at the Moorpark Service Center attended the Santa Maria Valley Chamber of Commerce Annual Awards Gala. Prudential is a member for the Chamber. It is a great way to learn more about our community and stay involved with current and potential customers. ABOUT THE GALA - The Santa Maria Valley Annual Awards brings Chamber members together to salute our annual honorees, to reflect on the past year, and to look forward to the coming year. Awards presented at each banquet include the Large and Small Businesses of the Year, Robert P. Hatch Citizen of the Year, Nonprofit of the Year, Young Professional of the Year and the Robert F. Grogan Public Service Award. We also recognize outgoing Board members and formally install the new Board of Directors. The 2021 Annual Awards recipients were awarded and it was a great way to celebrate some amazing businesses, organizations, and individuals in our community!

**Prudential Overall Supply**  
Published by Samantha @ November 2

You might have seen a new face out on route! Lina Dominguez, Personal Manager out of Prudential's Corporate Services, did a ride along with one of our Irvine, CA Plant's most tenured Customer Sales Representative, Dean Casario. We think it's important that all positions understand the core of our business through the hard work our CSRs do everyday for our customers.



Austin Cleanroom Plant held their Fall Festival. They had a catered meal from our customer Pollo Rico, a hours worth of Mariachi's (with some dancing!), washer and bean bag boards, and we handed out our anniversary certificates including **VIRGINIA AGUERRO**, our longest tenured employee, with 24 years.

*A good time was had by all!*



## Making History!

**CHRISTIAN ESCOBAR** (01/05/2018) Sales & Service Manager at our Nashua Cleanroom Plant shows that the team makes Prudential history and makes first deliveries in the city of Boston!

June 30, 2021 we made history!!! The blue truck showed up to downtown Boston for the first time ever. Keeping John D. Clark's dream alive since 1932!

A big thank you to Jerry Martin, Sean Michot and the entire MGO team for all the new accounts, as we "plant the Prudential flag" in the great North East.

Also, thank you to the entire Nashua team for executing and providing exceptional Prudential service to our new customers!



# ...IN THE PRUDENTIAL FAMILY



The Human Resources department recently sent out pink ribbons to all of our locations, to be worn in observance of National Breast Cancer Awareness Month. Breast Cancer Awareness Month is devoted to educating everyone about breast cancer and the importance of early detection. We asked that they have their teams sport their ribbons on October 21st and take a group photo to show our support!

Thank you for bringing awareness to this disease and helping remind our employees that we care about their health.



CORPORATE OFFICE



VISTA PLANT



RICHMOND CLEANROOM PLANT



MILPITAS CLEANROOM PLANT



EL PASO SERVICE CENTER



ATLANTA SERVICE CENTER



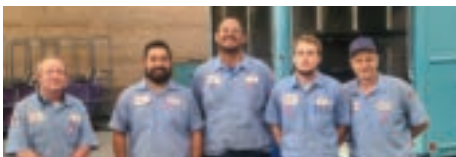
IRVINE PLANT



LOS ANGELES CLEANROOM PLANT



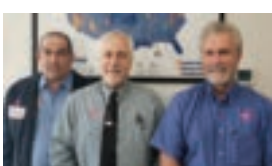
RIVERSIDE PLANT



PRESCOTT SERVICE CENTER



TUCSON PLANT



DENVER SERVICE CENTER



COLONIAL HEIGHTS PLANT



PORTLAND CLEANROOM PLANT



DISTRIBUTION CENTER

# WHAT'S HAPPENING...

The Los Angeles Cleanroom Plant celebrated their monthly employee appreciation with Kona Shaved Ice Truck. Employees enjoyed the cool refreshments on a beautiful sunny California day!



I wanted to congratulate **ALEJANDRO VACA** (02/03/2020) Maintenance Supervisor from the Phoenix Plant for completing his schooling and obtaining a certificate in Electro-mechanical technologies and HVAC from RSI in Phoenix. Alejandro

also passed his EPA Section 608. Alejandro started with Prudential in 2020 with little experience. He moved from California to Phoenix for the opportunity to enter a new career. During his first year here at Prudential, Alejandro juggled long work weeks, weekends and projects while being a full time student. We appreciate his hard work and commitment to his craft and career. Unfortunately Alejandro didn't use our tuition reimbursement program, which we encourage all of our maintenance mechanics to use. Technology is advancing and we need to keep our skills sharp. Alejandro fell in love with his new career and plans to use the tuition reimbursement program to further his knowledge and skills. Once again congratulations baby bro proud of you!!!! - **LUIS VACA, JR.** (10/06/2014) Regional Maintenance Engineer, Corporate Services



Next time you see **LINA DOMINGUEZ** (02/25/2008) Personnel Manager and **JANA COMER** (01/16/2017) Vice President of Finance around the Corporate Office please congratulate them on their memorable achievement of attaining United States citizenship! Congratulations ladies!

*Congrats!*

## Great news!!!

To all,  
We started the first week of March... and just completed the last of our 2021 ISO audits.

Thank you everyone who was involved. Your contribution to the company and to the audits is, and was, greatly appreciated.

During the final Out Briefing... Joe Chi, our auditor, identified the three things that most impressed him about his time with Prudential.

I want to share those with you now.

- First... he believes Prudential really excels at being a "people-centered" organization.
- Second... he was impressed at how involved Prudential management was (at all levels in the business) and how focused we are on our people.
- Third... he was taken by how highly employees (in all areas of the business) spoke about Prudential... and by the longevity of so many of our employees.

Joe's been auditing for many years and has worked with many, many companies over the years. I could tell... he genuinely admires this company... not only for what we do... but more importantly... for how we treat and respect each other.

That's rare these days... and a real testament to Dan and John Clark's leadership.

Thank you both for the example you set and for making Prudential a great place to work.

As for the last of the seven audits... Corporate Services is complete.

It too was a very thorough and in-depth audit.

Corporate Services also did a great job and passed their audit with only 3 Minors.

Great job Corporate Services!

Joe ended by thanking the Quality Staff for their support over the past three months of audits

To that... I want to add my personal thanks to Kristin and Bill for all of the work and support you've given me and the sites towards this success. Thank you.

Best Regards, **SUE ADAMS** (09/28/2020) Director of Quality, Corporate Services



Front Office Staff held a Baby Shower for the CSR, CSVR and GM at our Austin Cleanroom Plant.

Left to right:

**ROY J CAMPOS** (09/06/2013) Customer Service Representative, Austin Cleanroom Plant

**JESSE GARZA** (12/12/2019) Customer Sales Representative, San Antonio Service Center

**BRAD SCHACHERL** (05/07/2012) General Manager, Austin Cleanroom Plant





# ...IN THE PRUDENTIAL FAMILY

Employee Appreciation Event at the Richmond Cleanroom Plant- it was that time of year during summer to bring the ice cream truck by for events so employees enjoyed a frozen treat of their choice and some cold water. We set up tables in the shade and everyone got to spend a few minutes relaxing. We recognized birthday and anniversaries as well as passed out POS Pins to our new hires who made it through there probationary period.

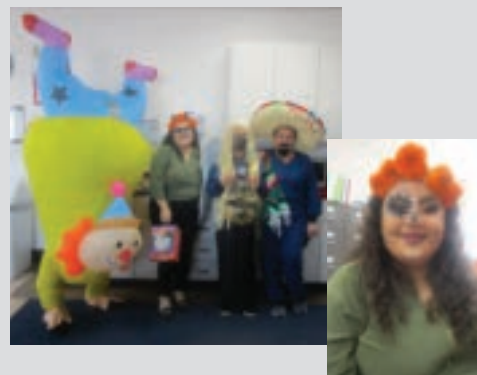


The Riverside Plant had a combo Employee Appreciation Day / Halloween Party with some great goblins in attendance!

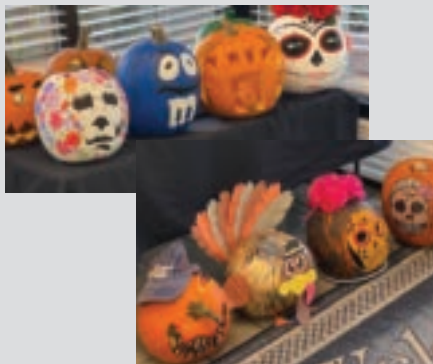
The Milpitas Cleanroom Had a fun time in their costumes for their Halloween party!



**FERNANDO FACIO** (10/15/21)  
Customer Service Representative, Denver Service Center dressed up for Halloween!



The Austin Cleanroom Plant has a pumpkin carving contest and look at all the fantastic entries and winners!



All of the pumpkins were amazing...but we had to choose...and the winners are with **BRAD SCHACHERL** (05/07/2012) General Manager, Austin Cleanroom Plant:

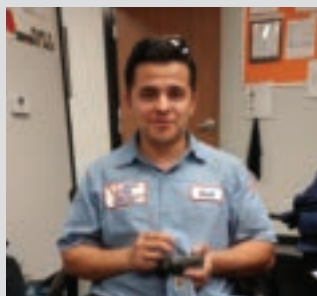
Left to right:  
**MAGDALENA VEGA** (08/14/2004) Laundry Worker, 3rd Place \$25

**SANDRA BUSTILLO** (06/22/2015) QA Technician. 1st Place \$100

**ADOLFO GONZALEZ** (07/13/2015) Maintenance Mechanic 2nd Place \$50

*CORRECTION: The following CSR's were misprinted with incorrect information in the Spring issue.*

**Congratulations to the Company's \$19.32 CSR 2020 sales average qualifiers!**  
This recognizes any CSR with a \$19.32 weekly paid sales average or above for the calendar year.



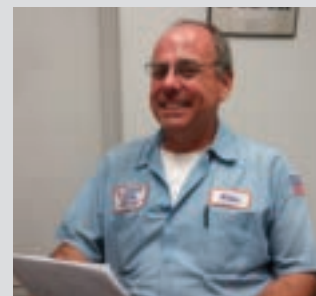
**DANIEL VILLEGAS GONZALEZ**  
(06/24/13)  
Location #12  
\$54.76/wk



**DOMINIC J. CHACON**  
(10/11/10)  
Location #22  
\$47.27/wk



**BALMORE E. DIAZ PEREIRA**  
(07/29/15)  
Location #22  
\$41.83/wk



**ADAM WALKER**  
(01/30/95)  
Location #12  
\$33.63/wk

# WHAT'S HAPPENING...

## PRUDENTIAL OVERALL SUPPLY HOLDS FIRM ON PRICE COMMITMENTS TO CUSTOMERS.

*Prudential wants to share these benefits with customers and prospective customers so that they are aware of our programs.*

Prudential Overall Supply, a leading company in the reusable textile industry, proudly announced that it is honoring its customer pricing commitments despite today's extraordinary inflation pressure.

Prudential's President Chris Welch comments, "As current supply chains are strained and both labor and inventories are limited, our Company is faced with pricing pressure across the board. Though some competitors in our industry surrender to these inflationary pressures by arbitrarily raising prices, Prudential has chosen to hold firm on the pricing commitments we have made to our customers."

Mr. Welch continues, "The price guarantee, given by our Chairman Dan Clark, is not taken lightly by our Company and we intend to honor this commitment. We believe keeping our word today will resonate with our existing and prospective customers when they consider who they want to partner their business with in the future."



Check out our various price integrity practices that guarantee our prices won't be affected by market changes



# ...IN THE PRUDENTIAL FAMILY

## ANNIVERSARY CELEBRATIONS



### 15 & 20 years

**PETRONA HERNANDEZ I.** (01/02/2001) Mender (left) receiving her 20 year anniversary pin and **OLGA NAVARRO-MACEDO** (04/18/2006) Soil Sort (right) receiving her 15 year anniversary pin from **JEFF STUCKLY** (09/28/2009) Plant Manager (left) and **BRAD SCHACHERL** (05/07/2012) General Manager



### 15 years

**LEONARD MCALLISTER** (08/06/2007)  
Sr Dir of Engineering

*Congratulations Leonard on your 15th work anniversary. Adding his 1st round with Prudential, he has close to 25 years with us. Over the years, Leonard has been and continues to be the backbone of Production and Engineering department. You won't typically see him in his office, as he is mostly in the plants trying to help figure out some complex problems or help coach Engineering/maintenance staff. Thank you Leonard for everything you do for us and Congratulations once again.*



**JOE SHARMA** (09/04/2006)  
Director of Operations

*We are proud to announce that Joe Sharma will start earning 4-week vacation starting September 04, 2021, he is celebrating his 15th! Anniversary with the Company. If you do not know Joe that well, you might not know he was originally hired as an MPTP on April 26, 2001, over 20 years ago, after serving proudly in the US military. The military provided him with the GI Bill, which helped pay for his college. After a little over 5 years and various stints in our Company that took him all the way to Mesa P23, he had a break in service for a short period and came back as the AGM for plant 09/10. Yes, in those hard years many of our cleanroom plants were low on revenue and terribly short on profits. This could not justify a dedicated GM. Phoenix 22/23, Milpitas 09/10 and LA 05/10 were combined. Heck, some of these plants then did not have a single office person! Making one dollar was our battle cry....*

*The mission was clear. We had to grow, and if we did, there would be opportunity within, few understood this better than Joe. So, he made it his mission to keep every customer and help sell new ones, while improving operations. He was so successful, in March 2013 the Company was able to dedicate a full time GM back into Plant 10 and nobody was better suited and ready than Joe. With the expansion into Oregon, he added the brand-new Service Center 60 to his resume. Thus, Joe got promoted to GM over both plants 10 & 60 which might help explain his fondness for Plant 60, as you can find him up there quite often. Once you help start a new location, it stays close to you, doesn't it Joe?*

*Only a few short years later, Joe was promoted in January 2017 to what then was called a Regional Manager, later renamed more appropriately Director of Operations. During Joe's tenure as Director, few, if any, Directors have had more OAA's (Outstanding Achievement Awards). No other region made more money and showed higher profitability than Joe's Region.*

*We are very proud of his leadership and contributions to Prudential and are already looking forward to his next steps, starting with introducing Industrial Operations into Oregon and Washington very soon. Thank you, Joe, for all your contributions and leadership!!! Congratulations on your well-deserved 4-week vacation and more importantly, 15 years with the Company!! We are excited you are on our team.*

# WHAT'S HAPPENING...

## ANNIVERSARY CELEBRATIONS



25 years

Happy 25th Anniversary Maria, Rosa, Maria & Romelia! Thank you for all your hard work and dedication to POS Irvine Plant.

Left to right:  
**PEDRO MENA** (01/16/2017) Plant Manager  
**MARIA RUIZ** (02/13/1996) Laundry Worker  
**ROSA CORTEZ** (08/21/1996) Laundry Worker  
**MARIA MUNGUIA** (05/14/1996) Laundry Worker  
**REMELIA DE LA TORRE** (04/12/1996) Laundry Worker  
**JAIME MIRAMONTES** (09/25/2006) General Manager



25 years

Happy 25th Anniversary Elizabeth, Thank you for all your hard work and dedication to POS. **MITCH CUMMINS** (07/21/1980) General Manager presents **ELIZABETH GASTELUM** (06/10/1996) Laundry Worker her cake and watch with **CARLOS RODRIGUEZ** (01/18/1999) Plant Manager



30 years

**MERRIAM TINSAY-WONG** (7/1/1991)  
Accounts Payable Manager

It is a very special day in the history of Prudential Overall Supply. Merriam Tinsay-Wong was hired on July 1, 1991 and has completed 30 years of service working here at Prudential Overall Supply in our Accounts Payable department. She was hired as an Accounts Payable Clerk and based upon her outstanding performance over the years, was promoted several years ago to our Accounts Payable Manager. Merriam never stops to amaze us with her hard work, loyalty and high expectations which set an example for everyone in our organization. Merriam's expertise and guidance over the past 30 years has helped our Accounts Payable department successfully manage several software changes and all the growing pains associated with Prudential's growth. We want to express our sincere appreciation to Merriam for all her hard work and contributions to Prudential's success the past 30 years!

Thank you all for your continued dedication to Prudential Overall Supply!



# ...IN THE PRUDENTIAL FAMILY

## RETIREMENT CELEBRATIONS

*Let's Celebrate!*



**ROSA CORTEZ** (8/21/1996)  
*Laundry Worker, Irvine Plant*  
Rosa retired from Prudential on 10/15/2021 after 25 years of dedication to Prudential's Irvine Plant. She was presented with her certificate and gift!



**MALIS MEN** (10/10/2005)  
*Laundry Worker, Richmond Cleanroom Plant*  
Malis has been dedicated to Prudential for 16 years and decided to retire on 11/5/2021. We will miss her and appreciate all of her hard work! Malis looks forward to the time off to spend with her 9 grandchildren!



**ALICIA LEZA** (02/13/1989)  
*Laundry Worker, Milpitas Cleanroom Plant*  
Congrats on your retirement! What a lovely family you have and it was nice to have them come celebrate too!



**VILMA RAMIRE** (11/7/2005)  
*Laundry Worker, Richmond Cleanroom Plant*

Vilma has been dedicated to Prudential for 16 years and decided to retire on 12/3/2021. We thank her for her commitment to Prudential at our Richmond Cleanroom all these years. We will miss her and wish her the best of luck!

Left to right: **GLENDI RAMIREZ** (8/14/201) *Distribution*, **VILMA RAMIRE** (11/7/2005) *Laundry Worker*, **MARIA TIZNADO RUI** (8/2/2016) *Laundry Worker*, **VICTORIA RUIZ** (4/19/2006) *Distribution*, **SILVIA GOMEZ** (7/11/2018) *Laundry Worker*.



Ricks Last Day! Congrats on your retirement!

*Left to Right:*  
**JEANNE MURRAY** (08/01/2018) *QA Supervisor, Nashua Cleanroom Plant*  
**CHRISTIAN MURRAY** (07/09/2018) *Sales and Service Manager, Nashua Cleanroom Plant*  
**RICK GORDON** (02/05/2019) *Account Executive, Nashua Cleanroom Plant*  
**MYLES REUKEMA** (01/05/2004) *Director of Cleanroom Sales, Corporate Services*

I want to take this time to thank everyone for all the support I received during the time that I have worked at Prudential. Some people deserve special recognition from me for the support I received from them. Rich Perry, Dana McCallister, Christian Murray, Rudy Robles, Brad Schacherl, Mike Blazek, Myles Reukema, Jerry Martin, James Grady & Ademar Nunes & Tory.

To all Plant 71 employees, thank you for your hard work and support. It is because of all of you that the facility is successful and on a very personal level, it is all of you that made me successful.

To all of Corporate, the DC, all of my peers, and the GM's that have supported me in the past, Thank you all for your efforts and more importantly for your friendship.

From a very personal perspective, I want to say thank you to Dan and John Clark. You have a very successful business model that lends it self to continuous renewals for simply doing a good job. At the same time, you have created a work environment that is enjoyable, friendly and helpful with ample opportunities for growth. Congratulations, putting the people first is truly something to be proud of and something I am grateful for.

I also want to offer one piece of advice to everyone. I am sure you have all heard the cliché "Life is an adventure". Well, it truly is. I have been fortunate in my career to have traveled all over the world. I have met many fascinating people and made many friendships, all of which I am truly grateful for. Like everyone, I have seen tremendously wonderful times in my life, as well as some difficult times that seemed to consume me. So, my advice is to celebrate the good times, realize that the tough times, are temporary. Everything changes, so...

When it comes to a good "work, life balance", if you don't have it, pursue it until you find it and then live it.  
Always keep your family and your health first.  
Always remember that you do not live to work, you work to live.

Everyone has 100% to give, but only you get to decide how to divide it up, so be careful not to let any one thing consume you.

Finally, I wish you all much success in your careers, much happiness for you and your families, and the best of health always.

Thanks for the memories,

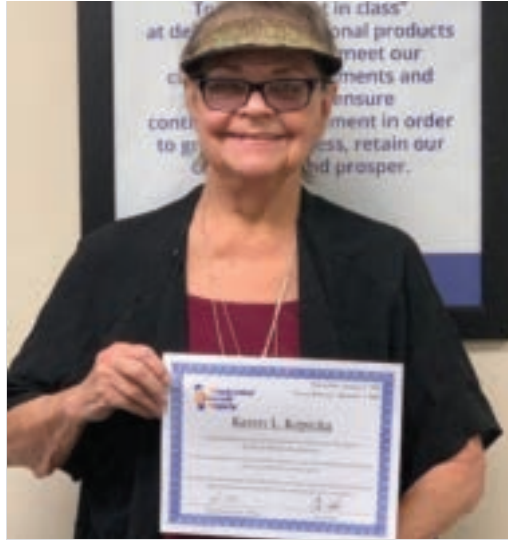
Rick

# WHAT'S HAPPENING...

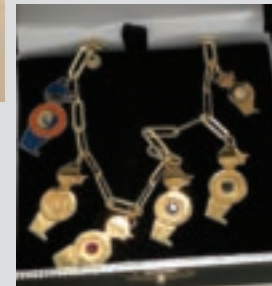
## RETIREMENT CELEBRATIONS CONTINUED...



**CARMEN ARELLANO** (05/19/1987)  
*Laundry Worker, Los Angeles Cleanroom Plant*  
Carmen retired from Prudential on 05/28/2021 after 34 years with Prudential! We thank her for her dedication to Prudential and wish her a relaxing life of retirement.



**KAREN KOPICKA** (01/06/1986)  
*Office Clerk, Riverside Plant*  
Karen has been dedicated to Prudential for 35 years and decided to retire on 09/09/2021. We will miss her and appreciate all of her hard work!



Karen's beautiful family joined in her celebration. It was great to meet them as well. We gave her a bracelet charmed with all of her Prudential pins from all her dedicated years of service!



**JOHN THOMPSON**  
(02/16/1993)  
*Executive Vice President  
Corporate Services*

After a long and illustrious career, John Thompson has informed us that he will be retiring from Prudential at the end of February 2022. John joined Prudential in 1993 as Vice President Finance and assumed responsibility for the Accounting, Finance, IT, and Personnel departments.

Some of the many highlights of his 28 year career include: Navigating the Y2K transition; overseeing the conversion from the AS 400 computer system to Oracle and ABS; successfully defending the company during several IRS tax audits; participating in multiple Company acquisitions; and transitioning the Employee Welfare Benefit plan from self-administration to the current Anthem platform. In addition, John has reviewed and approved numerous complex customer contracts and interfaced with legal counsel.

John was promoted to Executive Vice President in 2018 and has worked as a trusted advisor to the Clark family, ensuring the successful transition of Prudential into its third generation of private ownership and operation. He has accepted an invitation to join the Board of Directors and will retain his position as Chairman of the Profit Sharing Committee.

On a personal note, I am grateful for the last two years I have been blessed to work with John. His steady approach and sage counsel have been of great comfort during the incredible turbulence the Company has worked through and he has made my transition into my new role much easier than it might have otherwise been. I will miss his keen wit and fantastic sense of humor and wish him nothing but happiness in his retirement.

Congratulations John on a fantastic career and all the best to you and Nancy in the years ahead!

**CHRIS WELCH** (12/14/95) *President*



**STEVE KALLENBACH**  
*CMO-Director of Market  
Solutions  
AMERICAN DAWN*

Steve Kallenbach (known as "KBach") announced his retirement effective December 31 2021. Kallenbach has been in the textile rental and laundry industry for 45 years, and with ADI since 2004. Steve has been working with Prudential for over 31 years in some capacity. He started on a route, then Service and Sales Manager, followed by Production Manager, General Manager, Business Owner, Business Development Manager and finally as ADI's Director of Market Solutions (CMO). "From speaking and teaching, to expert articles, to national image programs, and strategic consulting, KBach has left a true legacy of excellence on our industry, said Vyto Tozer - Executive Vice President/ADI. "We will surely miss him and wish him the very best in his next life endeavor!" In his retirement, KBach intends to focus on his photo/graphics art, to benefit specific charities. He will reside in Florida. Kallenbach stated, "It has been a true pleasure to be part of such a wonderful industry, and I hope to keep in touch with my many friends. My most heartfelt wishes to all for a happy, healthy and prosperous future!"

WE THANK HIM FOR HIS COMMITMENT TO PRUDENTIAL!

# Congratulations!

## IN MEMORIAM



**JAIME QUINONEZ** (12/02/2013)

*Customer Sales Representative, Carson Plant*

*We regret to inform our Prudential family of the passing of a beloved CSR at Plant 04, Jaime Quinonez. Jaime started his career with Prudential Overall Supply in 2013 as a CSR, servicing the greater Los Angeles, Malibu, Venice Beach and Santa Monica area. Jaime was a repeat 1932 member and was known to go above and beyond for his customers. He was admired by both coworkers and his customers, as he always displayed a positive and humorous attitude. He was a very punctual person, who always said, "There is always time for coffee". Jaime was known for brightening his workplace by making everyone laugh. Jaime was a huge 49ers and Dodger fan, and he frequently attended games. He will be greatly missed. Jaime is survived by his wife Norma, and two beautiful children. He will be greatly missed.*

## In Loving Memory of Ernie Macias



**ERNIE MACIAS**

(10/09/2017)

*Sales & Service Manager  
Riverside Plant*

Unfortunately, as many of you may have heard, Riverside Sales and Service Manager, Ernie Macias, passed away on Saturday after being hospitalized last week. He is survived by his wife, Melissa, and two sons, EJ (16) and Danny (15). The family is doing as well as can be expected and thankfully have an extensive support network of family and friends helping them get through this incredibly tough time. One thing you may not have known about Ernie is that he was the founder and President of a car club that spans the world, so that has created an outpouring of support through a GoFundMe campaign.

At his wife's request, I wanted to pass along the family's sincere appreciation for the Clark family, Chris Welch, and Prudential Overall Supply as a whole. When Ernie first got sick, they did not have to worry about his job, thanks to the benefits and overall support provided by the Company. Though Ernie had only been with the Company four years, he had planned to retire here, citing the culture and overall opportunity the Company provided for his family.

Thank you again on behalf of the Macias family and from me personally. Ernie was a stellar employee, but more importantly, a great man and friend. The overwhelming support from the Company only reinforces my already highly held belief that this is the best place to work, and every person is genuinely appreciated.

Thank you again to the Clark family and Prudential Overall Supply.

**JON LOCKE** (08/09/2004) *Director of Operations*

*If you have any interest in supporting his family please go to their GoFundMe, <https://gofund.me/2d6c2dd4>*



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