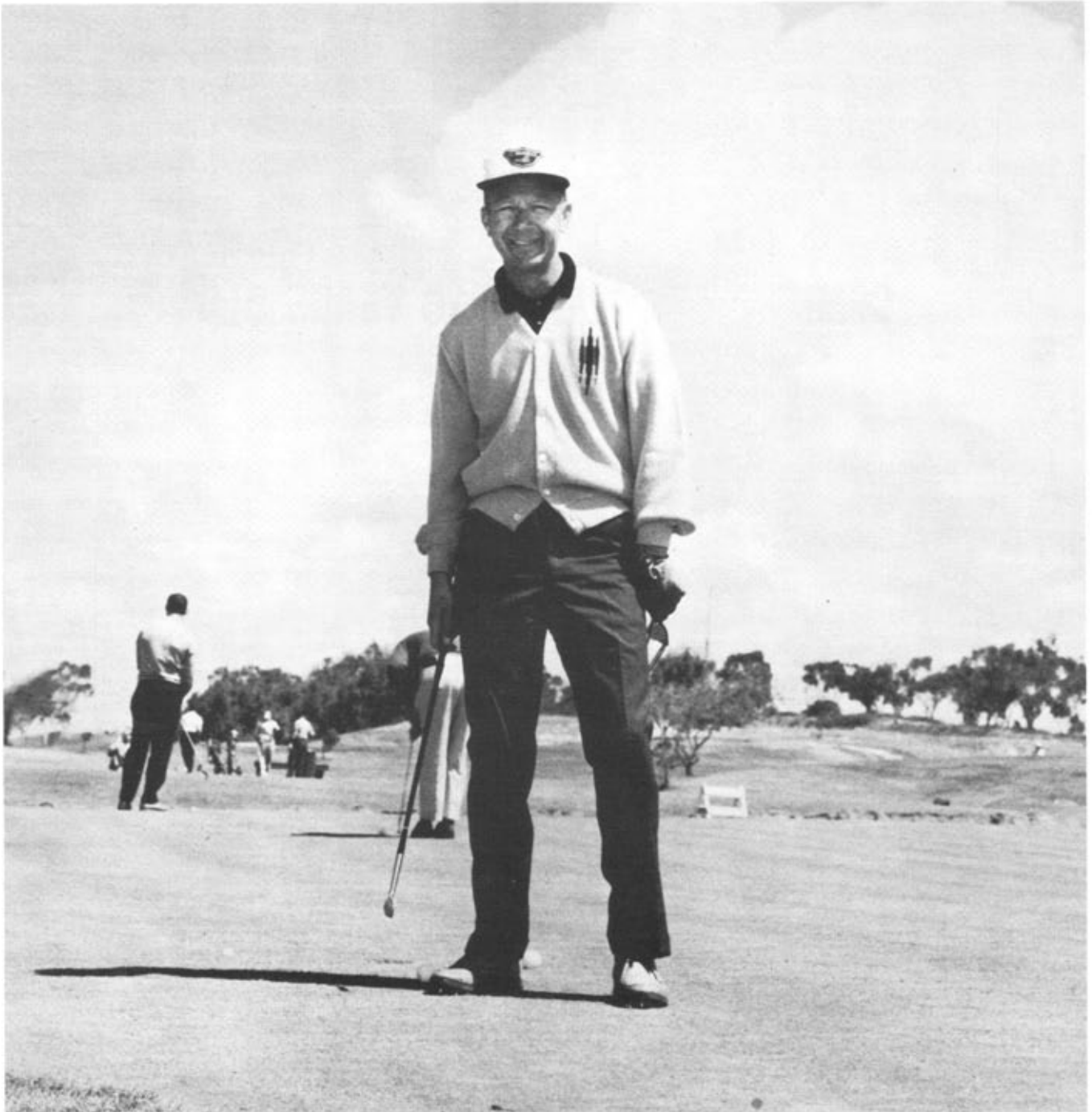


PRUDENTIAL OVERALL SUPPLY

# OFF-THE-CUFF

VOL. 5, NO. 2

JUNE, 1963



**BARNEY VAFIADI: 20-YEAR MAN**



## COMMERCE LIBRARY TWO YEARS OLD



MRS. SIMS, ASSISTANT LIBRARIAN, AND MISS GRAY, LIBRARIAN, EXAMINE A VOLUME OF "THE FEDERAL REPORTER," ONE OF THE MANY FINE REFERENCE SERVICES NOW AVAILABLE AT COMMERCE CITY LIBRARY.

Phyllis Gray, Commerce City Librarian, reported for work early in June, 1961, and discovered she had a building but no equipment, no books and no staff.

Within a matter of weeks, the city's branch library opened for business; she had modern equipment, books and a staff. The staff now numbers twenty-three and those who live, work or invest in the city are served from three locations.

The nerve center of the City's library service is located at

5947 Sheila Street which houses the technical and business collection and where the administrative work of the library is conducted. The first permanent branch library was opened in April and is located at 2262 S. Atlantic Blvd. The southeast section of Commerce is served by a small branch located in the City's park.

The total library collection is now well over 17,000 volumes distributed among its three locations. The library subscribes to 170 periodicals, and this will increase to a total of

250 or 300 in order to meet the specialized needs of the community.

Requests from patrons, and this includes residents and those who work in the city, range all the way from chess to electric wiring. As there is a demand for such books, they are ordered and stocked. There is also a regular program of book selection by the professional librarians on the staff. Miss Gray hopes to build the collection up to 50,000 volumes to adequately serve the needs of residents and industry.

The library is acquiring the latest equipment to better serve all its patrons. A book copying machine is available, plus a 16mm projector, an overhead

projector and a microfilm reader-printer.

Additional plans call for the main library, which will be located in the new Commerce City Hall Building, to include sections on recordings, films, lectures, book talks, and special programs. "We want to make our library a cultural and research center. A new library is a very real challenge and gives us ample opportunity for using new ideas to make this the ideal library for the 'Model City,'" concludes Miss Gray.

(Editor's Note: Prudential Overall Supply is privileged to serve several departments of the City of Commerce with uniforms and towels on a rental basis.)

## TEN PILLS TO CURE BOREDOM

When "time on your hands" becomes so heavy that it begins to weigh you down, you're headed for psychological trouble. Obviously, your first move should be to see a doctor. But here are 10 other steps you can take to fill your time with pleasure and purpose:

- (1) Join a club. Find people who share your interests.
- (2) Volunteer. Social service agencies need workers.
- (3) Get into politics. You don't have to run for office. Lend a hand to someone who is.
- (4) Use your hands. Craftwork is absorbing and relaxing, the best antidote in the world for tensions.

(5) Make music. It's never too late to learn an instrument, no matter how low your musical I.Q.

(6) Enter contests. Even if you don't win, competition is fun.

(7) Study a new subject. Take a course in something.

(8) Entertain. People who love having other people around them are never bored.

(9) Help children. Working with youngsters in a school, church or hospital is a good way to stay young yourself.

(10) See your neighborhood. The world around you isn't as familiar as you think.

# NATIONAL SAFETY COUNCIL NOTES THAT UNIFORMS ARE SAFER ON THE JOB

**THE PRUDENTIAL UNIFORM  
HAS ALL THE RECOMMENDED SAFETY FEATURES,  
WITH BUILT-IN BONUSES OF A COMFORTABLE FIT  
AND DISTINCTIVE APPEARANCE**

We have good reason to be proud of our work in the industrial laundry industry. Maybe you have never thought of it in exactly this way, but the work we are doing helps make people who wear our uniforms safer on the job.

The ultra-respectable National Safety Council, in cooperation with the Institute of Industrial Launderers (of which Prudential Overall Supply is a member) has recently collaborated in preparing a leaflet on "The Seven Deadly Sins" of unsafe work garments worn on the job.

Uniforms, the National Safety Council points out, help to eliminate such "built-in" accident hazards.

Perhaps you have never viewed it in this light before--but neat, clean uniforms, kept in good repair by replacing missing buttons, mending rips and tears, make their wearers much safer on the job.

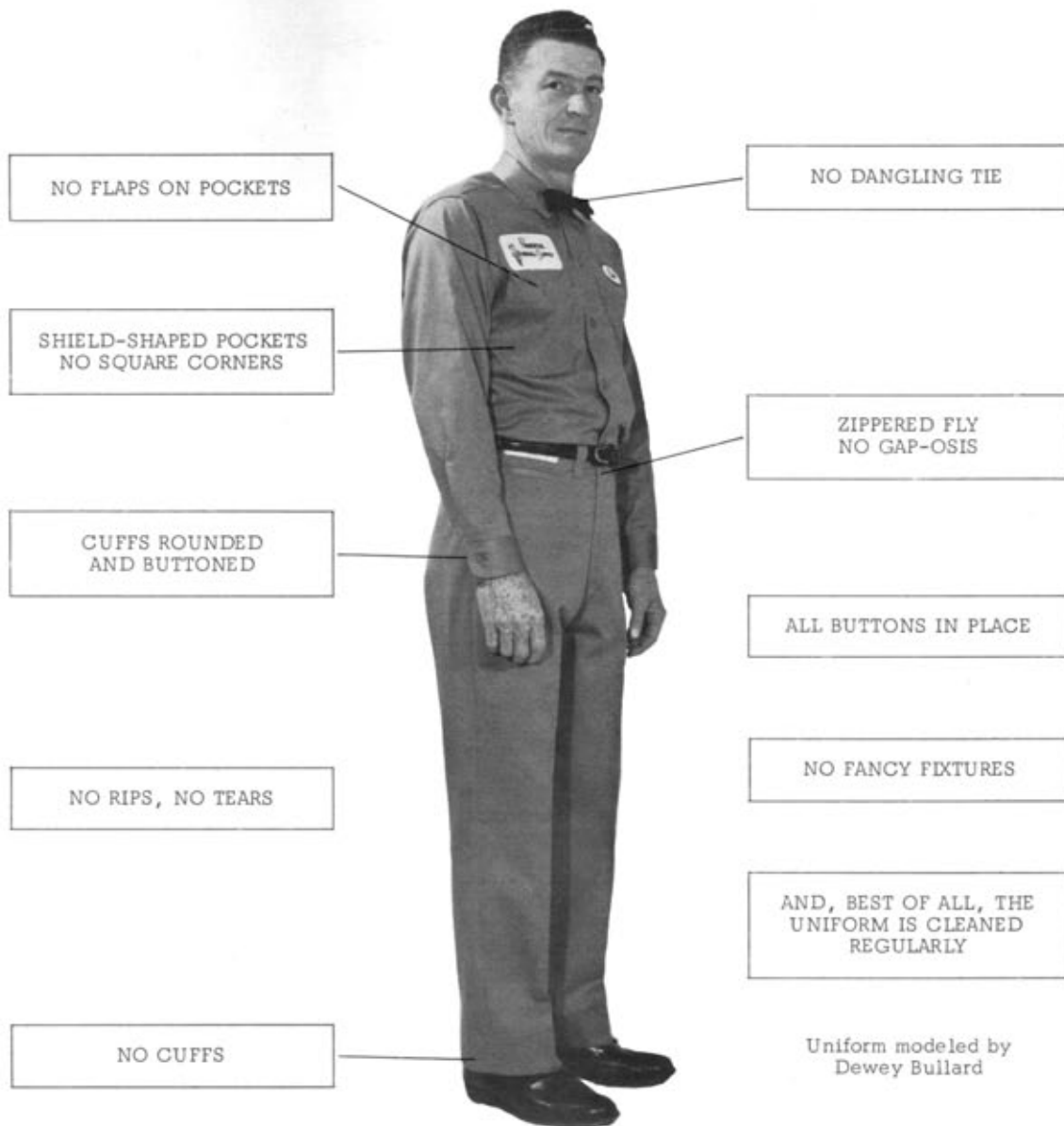
The influential publication, Safety Standards, an official publication of the United States Department of Labor, recently pointed out how nondescript work clothing, "not good enough for anything else" can lead to tragic accidents when worn at work.

"Consider the recent case of how a 28-year-old machine-shop worker in Erie, Pa., lost his right leg through an accident involving defective work clothing," Safety Standards said. "Like most accidents, this one could rather easily have been prevented. The man, a grinder operator, was wearing loose, floppy trousers with cuffs on them. A draft of air caught the pants cuff--literally blowing it into the grinder gears--and the worker's right leg was pulled into the machine almost to the knee before a fellow employee could cut off the power.

"This is a fairly typical case that occurs over and over again in industry. Work clothing is closely associated with accident rates, a fact too often overlooked by all of us. Perhaps the very obviousness of as caused defective work clothing to be a 'blind spot.'"

## CLEANLINESS IMPORTANT

The National Safety Council, perhaps the world's most respected authority on accidents,



has come forward with a strong statement about the importance of cleanliness in work garments. Frankly, Prudential feels that each of us who work in the industrial laundry field can take increased pride in the jobs we are doing.

"Street clothing is ill-designed for on-the-job work," the National Safety Council says. A neat, clean uniform is far less likely to be an accident hazard. By eliminating cuffs, loose or dangling sleeves, floppy pocket flaps,

loose apron strings and the like (it is tempting fate to wear such hazardous, although commonplace, things around moving machinery)--the uniform is automatically safer. It should be. It was designed with safety in mind. Weak spots or places which get the most wear are strongly reinforced in the well-designed uniforms.

## RIPS AND TEARS HAZARDOUS

It is most important that work garments be kept in good repair.

Rips, tears and lost buttons leave loose ends to catch on moving parts and on projections.

Cleanliness is another important antidote for industrial accidents which can be traced to faulty work garments.

DIRT is a first-class menace to the workman on the job. Dirty clothing can cause skin rashes and dermatitis. Dirty clothing can also put infectious bacteria right in contact with cuts, scratches and other minor in-

(Continued on Page 8)

# NEWS OF PRUDENTIAL PEOPLE

## LOS ANGELES



Back row, left to right: Ron Merrill, George Stallan, Jack Tackett, Cal Kendrick, Dewey Bullard, Win Bellemeur, Phil Scott, Howard Willis. Front row: Joe Gonzales, Ed Bielman (with Karen Yates, mascot), Ralph Beilman (with son Ronnie, mascot), Tom Yates, Barry Stallan (bat boy), Ken McIntyre, Barney Vafiadi.

In the last issue of this paper, we set up a baseball team "on paper." Lo and behold, it came to pass--only it's softball instead of baseball. We're in the Wednesday evening "B" League of the Southeast Recreation and Park District.

Our team is known in sports circles as "P. O. S. White Pants." Our manager, Barney Vafiadi, can have only 15 men on the roster, including coaches, so please do not feel bad if you were sent to the minors for one more season. As it looks now, we have a very good squad. You should see our rainbow-colored bats. We break them quite often, so our budget is about depleted.

Because of the heavy demand for tickets to the games, we have decided to restrict our free box seats and loge seats to the following:

- (1) Wives, children, neighbors and friends of players;
- (2) Customers of Prudential Overall Supply, their families, relatives, neighbors and friends;
- (3) All members of Prudential Overall Supply's family--their friends, neighbors and relatives.

If we have left anyone out, please write for tickets. It will help expedite matters if you write the word "tickets" on the outside of the envelope, not



THE PLANT SUPERINTENDENT PUTS ONE OUT AT FIRST

on the inside. As we have stated, the demand is great--so far, not one request. We have three loyal fans, though--the Weaver family consisting of Ned, Loretta and Ned Franklin. We look forward to seeing them each game, whether we win or lose. Sometimes we even tell them where we're playing.

Our Wednesday night schedule is as follows:

- June 26, 8:30 p.m., Norwalk Park
- July 10, 7:00 p.m., Little Lake Park
- July 17, 8:30 p.m., Norwalk Park
- July 24, 8:30 p.m., Norwalk Park
- July 31, 8:30 p.m., Norwalk Park
- August 7, 7:00 p.m., place to be announced
- August 14, play-offs.

All the parks are very nice, well lighted, have lots of green grass and plenty of fresh air. So if you want something to do, come and see a ball game. Bring family, and yell for someone!

\*\*\*\*\*

FOR SALE: Craftsman Band Saw, like new. Eight-inch tilting arbor, stand and motor. \$60.00. See Don Bonk.

\*\*\*\*\*

May 25 marked the 20th anniversary of Barney Vafiadi currently a route salesman on Route 38. His first route in 1943 covered Hollywood, Beverly Hills, Westwood, Culver City and a sizable portion of Los Angeles.

During all this time, he's managed to remain in excellent health, not missing a day of work since 1944 because of illness. His route vehicles have stayed in good shape, too, with no accidents in 23 years of commercial driving.

Barney ranks 4th in seniority in Teamster Local No. 928.

Not bad for a young man! This man has a real love for baseball. Barney can tell you some interesting stories that happened when he was playing in the Ohio State League. He was the lead-off man and was walked. While standing on first, the first baseman asked him how the girls were in town. Before he could answer that they were lovely, he was tagged out. The first baseman had the ball hidden under his beard.

The more you are around Barney, the more you can appreciate his fine qualities as a man and a father. His wife, Charlene, is a medical secretary for three doctors. Daughter Kathleen works in a bank in Whittier. Terry, a son, is in the Army in Alaska. As you can see, this is not a lazy family. Everybody is doing something.

Barney will admit weaknesses for clothes and travel, hoping some day to be able to go to  
(Continued on Next Page)



AT A COMBINED LOS ANGELES AND VAN NUYS SALES MEETING, B. E. GORRILL EXPLAINS HOW THE GOR-BUC SECURITY SYSTEM WORKS.

**LOS ANGELES NEWS**

(Continued from Page 5)

Europe and see the birthplace of his father and mother. He has some advice for young-uns: save your money and don't live beyond your means.

From all at Prudential, our congratulations on 20 years of service! Here's to your retirement after 20 more years!

\*\*\*\*\*

Since the last issue, we've seen a number of changes around the plant. Our General Manager, Bob Muth, had a couple of windows put in his office wall so he could look out. His son, Dudley, graduated from UCLA on Friday, June 7, with a Master's Degree in Business Administration.

We notice on a preceding page that Dewey Bullard has taken up modeling as a sideline. Doesn't he make a handsome one, though?

Frank Scott has assumed the duties of District Manager, after spending several years on the service desk. Mark Stafford has moved from District Manager to the service desk. Helen Montgomery is having fun working in the new file room. She has one request of our salesmen: please print and write your order forms and MRs legibly, so that they can be properly filed and located later.

Gordon Kelly and Howard Willis have joined the company as salesmen. Edith Hyde, who formerly operated the switchboard, has rejoined us as secretary. Welcome back, Edie.

Isabel Blanco is functioning as cashier and timekeeper, taking over Virginia Brzezinski's duties after her transfer to Central Accounting.

We had a sales meeting May 9 at Sir Michael's Restaurant. Our friends from Van Nuys joined us on this occasion. At the meeting we met all the new people who have joined the company recently in the Los Angeles and Van Nuys plants and the Dust Control Division.

At the meeting we heard the Gor-Buc Security System explained by Mr. B. E. Gorrill. Believing that "an ounce of prevention may be worth a pound of cure," Prudential Overall Supply and several other industrial laundries in the Los Angeles metropolitan area have become associated with the Gor-Buc System. Decals have been placed on all our route and sales cars and in some customer laundry storage areas. The whole idea behind this is to prevent unnecessary losses of linens, garments, towels or other merchandise.

-- Cal Kendrick

Vacation time seems to be in full swing with Manuel De La Torre back after spending time at home with his family, and then sending them on a trip to Mexico to visit relatives. But he is already lonely and no doubt looking forward to next year's vacation--already!

Felix Gastelum is spending his vacation in Sinaloa, Mexico, and there will no doubt be many others going "South of the Border" soon. Wonder what's down there that's attracting everybody? Let's plan a trip there, too!

Then there's the big state of Texas to which Onie Allen is going to visit relatives. I wonder if relatives appreciate vacation time, when everybody goes visiting.

Mackie Porras is going to

**PRUDENTIAL FILM DEBUTS**

"TIME TO SELL," a Prudential Overall Supply production, was shown for the first time at the combined sales meeting on May 9.

The film, consisting of color slides and magnetic tape narrative, shows the many things a route salesman can do to save time on his route, thereby making more time available for sales calls.

Tom Yates, Los Angeles route salesman, carries the lead role in the film as "Joe the Pro." He is shown at the right making a complete delivery on the first trip. Frank Scott played the part of a typical customer. Tony Psaltis, of Guarantee Pest Control, lent valuable assistance by showing how not to run a route. Clete Hatrick con-



tributed his voice to round out the presentation of the best in Prudential talent.

visit her daughter in Atwood (Orange County), but what makes it even nicer is the fact that this is Mackie's old home town.

We will probably be hearing about other interesting places and things, especially after some of our employees return from vacations.

Alice Goff is back from sick leave but finding it difficult to get back into the routine. This getting up early in the morning takes some practice. However, she is feeling fine, and that is what is most important... gotta keep that shirt line going.

A baptismal at Our Lady of Perpetual Help in Santa Fe Springs honored Esperanza Garcia and her husband by making them proud godparents of a baby by the name of Nancy Estrada on Saturday, June 1. A big celebration was held at the

home of Mr. and Mrs. Garcia as a result of this great honor.

We feel very fortunate in having Jack Tackett as our Plant Superintendent. By keeping everything in tip-top shape and the machinery running smoothly, he makes our work so much easier and pleasant, too. We enjoy working with him and hope he will be with us for a long, long time. Thanks, Jack --keep up the good work for us, for yourself, and for the company.

-- Eleanor Trigueros

Mary Cabral just returned from a two-weeks vacation which she spent at home. We were sorry to hear of her brother's death which occurred while she was vacationing.

A big thank-you goes to Diane for the splendid way she kept things going at the flatwork (Continued on next page)



THE GOR-BUC SECURITY SYSTEM IS EXPLAINED TO LOS ANGELES PLANT AND OFFICE PERSONNEL

## LOS ANGELES NEWS

(Continued from Page 6)

ironer while I was enjoying two weeks of sunshine. Yes, sunshine and no smog.

Helen Pacheco was recently transferred from the ironer to the marking room. We hated to lose her.

Our new girl is Belen, sister of Maria who also works in the marking room.

Virginia from the towel department helps us when we need an extra girl. Believe me, with all that flatwork from Marvin, we need her quite often.

-- Lois Crutchfield

We hope that all of you had a nice Memorial Day and are glad to see everyone back on the job.

Has everyone seen our new glamour girl? She's Alice De La Riva, of course, who has had her hair cut. It looks very nice, don't you think?

We'd like to welcome Delia Marraccini and Bobby Delgado to the distributing department. We were very sorry to see Richard Voettee go from this department but were also happy to see him in the towel department and doing such a good job.

Floye Matlock and Ruth Giffard are planning vacations in the near future. Floye and her husband plan to go to Yosemite, Oregon, and maybe Washington.

Ruth will be pretty busy shopping for her new grandchild.

-- Esther Delgado and  
Juanita Macias

We have a new look in the shop towel department. Thanks to our very efficient mechanics for lowering the lights so that they are closer to our work. The girls are doing a better job of sorting towels now that they can see better. At least, we haven't had any complaints lately about little metal shavings.

Eulogio is doing a fine job helping me check towel bundles. I taught him how to sort the loose towels that come down the conveyor. He does many other odd jobs he didn't have time to do before dust control was moved.

Vacation time is here again. Some have taken theirs already. Julian Venegas has just returned. He said he didn't go anywhere, just stayed home and rested. Julian assists Senaido in the wash room.

Sofia Campa from the marking room was taking her vacation at the time this was written. Lois Crutchfield mentioned in her column that she had been to Sacramento, but she neglected to say their vacation was cut short by her illness. She is looking much better now.

Emma and Francisca Avila have just purchased themselves a lovely home in Los Angeles at 8th and Spence Streets. They plan to move in during their vacations in July. Emma is a towel folder in my department, and Francisca works for Luis Garcia in Supply. Emma has been with Prudential 7 years and Francisca 4 years. We wish you both success and happiness in your new home.

Katie Mojica has returned to work after a long sick leave. She underwent surgery again. Glad to have you back, Katie. She's a presser in Flora Navarro's department.

Welcome to Dan Clark, who is working in the washroom during the summer.

-- Bethel McMillian

**CHULA VISTA NEWS**

Two new route salesmen have been taken into our folds here at Chula Vista. We would like to take this opportunity to welcome Glen Austin and Lynn Hussey.

Glen comes from the tall corn country of Iowa. He has been raised and educated in Mason City. Mr. and Mrs. Austin have four children which should keep papa working for a long time. Glen is new to California, moving here about a year and a half ago.

Lynn comes from the distilling (booze) hills of Oklahoma. I must ask him if he brought any of that mountain dew with him. He is married to a pretty girl by the name of



At the Torrey Pines Golf Tournament, Lou Mathisen (right) jokes with Mr. and Mrs. Ed Stone and Pat Patrick.

**PAPER GETS NEW DARKROOM**

One of the often-overlooked advantages of working at Prudential Overall Supply is the nice facilities and equipment with which we are provided. Very recently, new quarters and equipment were established for the company's photographic work.

The heart of the new facility is a huge processing sink. Made of stainless steel, it features positive temperature control with a built-in automatic mixing valve and refrigeration unit. The sink is used for both film and print processing. Above, Mrs. Jean Bain (who became the photographer's assistant by marrying him) simulates the development of sheet film in the new sink. Prints are washed in a self-contained spray unit located to the right out of the picture area.

Other features of the photographic suite are a built-in work bench with light-tight drawers and ample storage space, a clock that glows in the dark and signals when processing times are completed, a retouching desk, and air conditioning.

Cleanliness is very important in photographic processing. Lint and dust particles adhere to wet film and are almost impossible to remove once the film has dried. Use of Prudential treated walk-off mats and mops in the photographic area effectively controls excessive airborne dust.

Yvonne and they have a family of 3 small boys. California can almost be called his native state for he has been here for 9 years.

May I say many thanks to everyone who attended our golf outing last May at Torrey Pines Country Club. In future outings we are hoping to be able to set up 3 handicap flights whereby we can have an individual match play tournament. In this way each man will play an opponent and the process of elimination will give us a winner in each flight. It will probably take several outings to determine our winners. We believe we can get a fairly true picture of who the company champions will be. All handicaps have been tabulated and will be ready to go.

In addition to this new idea we will still maintain our old system of team play and individual handicap winners.

All of you divot diggers get

your clubs polished up and be ready for this new event. If everything goes according to plans, we should start at 10:30 a.m. on August 24 at the El Rivino Country Club in Riverside. Please come early so as not to be left out of this affair. Your opponents will be picked out of a hat according to your individual flight.

-- George Sothras

There have been numerous activities going on in the Chula Vista plant, one being an open house for the Business Education Day. Twenty-seven teachers visited the plant. The event was a big success due to the efforts of Don Sorensen and Lloyd Rash.

We had a baby shower for Jennie Knudsen who is expecting in August. She received a lot of nice gifts. Probably the most welcomed was the bassinet from the sales department.

(Continued on Next Page)

**CHULA VISTA NEWS**

(Continued from Page 7)

The biggest activity of all was trying to locate some lost dry cleaned pants supposedly to go over-side. After a few days of frustration, it's amazing what one can find in the bottom of the basket--eh, Denny?

-- Betty and Beverly

It's been raining orders and people at our Chula Vista plant. All sizes and colors, brunettes, blondes, etc. In our towel department we have two new girls: Dolores Varela and Nancy Gates. In the supply department: Karen Long, Evelyn Ojeda, Socorro McMahan and Aida Puente. Juan Sandoval is a new folder. Pasqual Alvarez is a new shirt presser, and Jose Gomez in sorting.

Gregory Adame became a proud papa on May 26. It's a boy, Greg, Jr., and weighs 8 lb., 7 oz. Congratulations, Greg!

We have had so many people off sick lately, it's like a merry-go-round around here. Carmen Avalos, our seamstress, was in the hospital last month. She had a series of complications. Eleanor Castro was also in the hospital with pneumonia. Eleanor is our oldest presser, having been here for 16 years. Esperanza Villegas has also been off sick with pneumonia.

Juan Zarate wants a bicycle or a pair of roller skates to get around in the plant nowadays. Claims his legs won't go any more. We kid him that he's just getting old.

Denny, we didn't forget your birthday. We didn't know when it was. So here's our belated wishes--happy, happy birthday.

-- Helen Cota

**SOLANA BEACH NEWS**

Some time ago, we started a party fund here at the Solana Beach Branch with each employee contributing 50¢ per week. We were surprised at how quickly the fund grew.

Last month we appointed Lee Acosta and Ray Shannon to our party council and gave them the task of organizing the first celebration.

They decided we should have a picnic and made arrangements at Ramona Oaks Park. We barbecued steaks and enjoyed swimming, baseball, and most of all just lounging around and relaxing. We would be happy to have the rest of the company to our next outing. If anyone cares to participate, just send in your 50¢ each week to "Party Fund," Box 845,

Solana Beach, Calif.

The branch personnel celebrated Memorial Day at Jim and Rosemarie Baylor's in the big city of Poway. Rosemarie was amazed at how quickly ten pounds of spaghetti disappeared.

In case we have given the wrong impression about our activities here, we do work also . . . sometimes.

-- Lloyd Sikes

**RIVERSIDE NEWS**

There are probably more anniversaries celebrated in the month of June than any month of the year. It is customary to extend best wishes to those who are celebrating anniversaries. Therefore, we feel we are entitled to a "Happy Anniversary" for the month of June completes the fourth year of the Riverside Branch.

Bill Huntley will celebrate his third anniversary with the company on June 20. Art Herbert completed his first year on June 3. Harry Doernbrack missed having an anniversary date in June by 13 days. He completes his fourth year on July 13. Elsie and I celebrated our 18th wedding anniversary on June 5.

We would like to express our sincere appreciation to all those in the Los Angeles Plant who have worked with us and to Frank Clark and his staff in the Van Nuys plant for the guidance and inspiration that encouraged us on during the past four years.

-- Clive E. Ruka

**DUST CONTROL NEWS**

The peaceful serenity which was the rule at 6570 Telegraph Road has been shattered by the roar of trucks and the din of productive operations. The cause of this drastic change has been the invasion of our Dust Control Division upon their premises. This newest addition to the Prudential family is now specializing in dust control merchandise with a maintenance expert at the controls of each vehicle.

The customer acceptance of our revised method of sales and service has been most gratifying, and we look forward to nothing but success in the future.

The walk-off mats which have been introduced to the Southern California market by Prudential are living up to their title of the "silent custodian."

We are rapidly installing mats of the highest quality characteristic of our organization.

We shall use this opportunity to warmly thank all the members of the Prudential team who devoted much time and effort to make this division a working reality.

-- Ray Potocki

**ACCOUNTING NEWS**

We've had a lot of excitement here lately. Mary Giles left us on June 14. She said she was tired, but she has two small children at home that she wanted to be with during the summer.

To take Mary's place, we are pleased to welcome back Darlene Broyles after about a year's absence.

Eunice Hampton was the first of our group to take her vacation. She said she had a wonderful trip to Oklahoma by jet to visit her son and daughter-in-law.

The editor and his wife (Dale and Jean Bain) had their honeymoon cut short by an injured finger. He caught his hand in an airplane hangar door as they were preparing to fly to Arizona. They were married April 5 in Santa Barbara.

Glenda Moore of the key punch department was married on April 6. No mishaps for them. They have a new home in Whittier and a new car.

To continue the chain reaction, Gary Lewis was married on Friday, June 14. The list of eligibles is diminishing rapidly. Gary has just recently returned from a hitch in the National Guard. He says he's glad to be back, but I'll bet not as glad as we are to have him back. He's been attending school to learn about some new machinery which will be arriving one of these days for the tabulating department.

Andy Preece, who is fairly new himself to the tabulating department of Prudential, has a newcomer to his family--a baby boy who weighed 7 lb., 14 oz. born May 21. All three (Andy, Irene, and Junior) are doing fine.

Ann Eddings has been on a two-weeks vacation in Canada.

Someone else is new to some of us--our payroll clerk, Virginia Brzezinski. We're all glad to have her here, but sad also to see Marge Baham leave.

Marge and her husband adopted a little girl.

Loretta Goyette is recuperating at home after a serious operation. Mr. Bailey's daughter, Cheryl, is doing some of Loretta's work during the summer.

-- Jerrie Nation

**VAN NUYS NEWS**

Vacation time is here again, and with it comes the task of running vacation routes. I would like to take this opportunity to give Frank Caramagna recognition for the fine job he has done thus far in running these routes. This is often taken lightly and for granted by most of us but it is very important to have someone capable of taking over a route while the regular man is on vacation.

Taking over the night run vacated by Frank Caramagna is Dick Reeves. He is presently finishing up his senior year at San Fernando State College and playing out his final year's eligibility in football. Dick is 6'3" and tips the scales at about 250 lbs. Dick is a personal friend of a former employee of Prudential and teammate of mine, George Belotti. George is recuperating from a recent illness and all of us in the Valley send our best wishes for a speedy recovery.

As far as business is concerned in the Valley, the outlook for the remainder of the year is good. We have started a weekly program to promote additional sales effort on the route level. Each week a different prize is being offered for the route salesman who signs up the most new business for that period. The results have been good so far, and I believe this will be a great aid to our future growth. In my district, Eddie Dishman won the first week's contest with Ed Stone running a very close second. The following two weeks found Harold Foldager's group walking off with top prizes with Joe Farrell just missing out on both occasions.

I was unable to participate in the last company golf tournament held at Torrey Pines hosted by Chula Vista and won by Los Angeles. The reason was the Third Annual Alumni-Varsity Spring game at USC in which I had the fortune or misfortune to play this year--depending on how you want to look at the final results of 44 to 6 in favor of the Varsity. I have on-the-spot bruises. Sorry, I'm not at

(Continued on Next Page)

## VAN NUYS NEWS

(Continued from Page 7)

liberty to divulge the areas, but it took a week to remove the cleat marks from my chest. This goes to prove that USC will field another fine ball club. They have great spirit and many fine players on the squad this year with Coach McKay and his staff doing a tremendous job with them. I am pulling for them to keep number one ranking for 1963. They have a real tough schedule facing them with teams like Oklahoma, Ohio State, Michigan State, Notre Dame and the Big Five members all pointing to knock them off. This type of competition is always the test of a real champion.

I would like to wish everyone an enjoyable and restful vacation this year.

-- Garry Finneran

We in Van Nuys are very proud to report a successful sales drive which started May 6 and is based on weekly new sales of route salesmen.

Various incentive prizes have been awarded weekly. Our route sales volume on new business has shown a good increase. We are very pleased of what our route salesmen are accomplishing.

The following route salesmen have been in the winners' circle: Ed Dishm... Bob Thompson, Bob Jaennette, Jack Graham. A sales chart is on display in our office. Each route salesman's name appears on the chart. Every Monday the winner is announced at the sales meeting and his name proudly placed in the winners' circle. Keep up the good work, fellows --you are all doing a fine job.

-- Harold Foldager

## UNIFORM SAFETY

(Continued from Page 3)

juries. Infections, even in this day of potent antibiotic wonder drugs, are dangerous, as everybody knows. Almost overnight, a minor injury can be turned into a very serious matter.

The National Safety Council has drawn up a list of "seven deadly sins" in work clothing--which neat, clean uniforms eliminate. These are:

1. Dirty Garments, which can cause skin diseases and rashes, provide a chance for bacteria to infect minor cuts, burns.

2. Oil- or Chemical-Soaked Clothing, which can turn a workman into a human torch.

3. Missing Buttons, which can leave a dangling cuff free

to catch in moving machinery . . . and pull the wearer in after it.

4. Cuffs on Trousers, which can catch on projections and lead to crippling falls.

5. Loose- or Ill-Fitting Garments can catch on projections and lead to falls or get caught in machinery.

6. Poorly Maintained Garments. Rips, tears and missing buttons are a safety hazard. Garments should be kept in good repair at all times.

7. Loose Belts, Dangling Ties, Fancy or Ill-Designed Features on Work Clothing can catch in machinery and constitute a safety hazard in other ways.

Your company feels that each of us has the right to feel a little prouder, to raise our chins a little bit higher at this unimpeachable, fine testimonial to the importance of our work. It is good to know that we are all doing an important job!



## YAWL TALK FUNNY

If yawl want to "learn to speak the way all of us was intended to"--there's a pamphlet you ought to read.

Called the "Guide Book and Dixie Dictionary," it's written "Foah cotton pickin' Yankees."

It is strongly recommended that you review the art of articulating as put forth in the "Dixie Dictionary":

Auto (should)--"I auto go to work, but Alm tared."

Bud--what wobbles sweet in the springtime.

Caw--Whut you ride in (a Fode caw).

Cheer (whut you sit on)--Pull up a cheer and set down.

Foe--what comes after three.

Fussed--what comes before second.

Farm--to take off the payroll, as "If he don't wake up, FARM."

Thud--what comes after second.

Yawl--not me, you, as "yawl" come to see me.

## OFF-THE-CUFF

A QUARTERLY PUBLICATION OF PRUDENTIAL OVERALL SUPPLY DEDICATED TO THE IMPROVEMENT OF EMPLOYEE MORALE AND THE BROADENING OF CUSTOMER RELATIONSHIPS

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## WHEREVER THEY GO

The people of the United States have had so many necessities, conveniences and luxuries made available to them by private enterprise that they take them for granted as they do air, light and water.

They expect to find them wherever they go whether it be to a big city or a town in the desert--the same kind of razor blades, the same kind of coffee, the same kind of practically everything.

Three forces have made such service possible: (1) Production in quantities to supply every part of the Nation; (2) Transportation methods that put the goods in every city, town and hamlet; (3) A retailing system that makes the articles available to the buyers.

This abundance of conveniences has been provided by a free enterprise economy--sensitive to the wishes of the consuming public--not government doing.

## CONTRASTS

As an example of odious contrasts in costs between Government and private operation, the following item is of interest.

According to Sargent Shriver of the Peace Corps, it costs \$9,000 per annum to maintain each corpsman.

It costs each privately sponsored missionary, regardless of denomination, approximately \$2,500 per year.

Standards of living are pretty much the same. Duties almost can be classified as similar.

Both peace-corpsmen and missionaries are dedicated people, serving their country and serving their God.

The \$6,500 difference to maintain one as against the other reflects unnecessary overhead, red tape, etc., which always seems to be connected with government projects.

## "PROFIT" LEAST UNDERSTOOD WORD

Probably one of the most maligned and least understood words in our language is the word "profit." Some critics have been so outspoken in their denunciation of the word that they never speak of profits alone, but always describe them as excessive and leave the impression that profits are gained at the expense of the general public, especially the working man.

Yet the first ingredient of a successful business is that it must make a profit. . . . and there is no reason to be apologetic about it.

The profit someone else makes puts money in your pocket, as an employee. The profit someone else falls to make could cost you your job.

And, if insufficient profit is earned in America, we may surely expect recessions, unemployment and sluggish economic growth.

It is important that profits be understood, because profits are under great pressure from politicians, labor leaders, taxation and world-wide competitive forces.

## HUGE GOVT. DOMINATES ECONOMY

Government has become the dominant single factor in our economy. It buys, sells, competes, regulates, protects, subsidizes, manufactures, lends and borrows.

Nearly 20,000 commercial-industrial enterprises are today by the Federal government in direct competition with private business. The Federal government has 100 agencies in the business of insuring, lending and guaranteeing credit for farming, housing, foreign trade, foreign investment and even domestic commerce.