

# PROGRESSIVE

quarterly

## Our Progressive Hero: Dave Walker

Learn more about Dave and find out why he's this quarter's Progressive Hero.



### Once Upon a Fry in Hollywood

Learn more about our Hollywood Fries program and where you can buy our 3lb bag.

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## Once Upon a Fry in Hollywood

Learn more about our Hollywood Fries program and where you can buy our 3lb bag.



## Holiday Party Photos

Relive the magic of our holiday parties in every snapshot!



# Editor's Note

BY: DR. OSCAR GUZMAN

As we step into a new year filled with endless possibilities, I wanted to take a moment to extend my warmest wishes to each and every one of you. Happy New Year!

First and foremost, I want to express my gratitude to all of you for your incredible contributions to the latest issue of the Progressive Quarterly. Your hard work, dedication, and creativity have once again shone brightly, making our publication a true reflection of our collective talent and expertise.

At Progressive Produce and Keystone Fruit Marketing, we thrive on innovation and collaboration. As we move forward, let's continue to nurture our spirit of cooperation and exploration. I encourage everyone to bring forward fresh ideas, share their unique perspectives, and engage with us in shaping the future of our magazine.

The Progressive Quarterly is a testament to our commitment to excellence, and with your continued involvement, I have no doubt that we'll make each issue better than the last. If you have a story to tell, insights to share, or simply want to be part of our journey, please don't hesitate to reach out.

Let's make 2024 a year of great accomplishments and exciting adventures together!



# 2023 Q4 State of the Company

BY: MARTY KAMER

Team Progressive:

As we start another lap around the sun, I find myself simultaneously reflecting on the past while preparing for the journey ahead. Looking in the rearview mirror, I can see that we strengthened all components of our business, making solid progress on our Strategic Goals to ensure success in the future.

We are amid an exciting and significant investment initiative at Peachtree. Embracing new equipment, technology, and automation align with our goal of continuous improvement as we strive to increase capacity and improve efficiency, making it possible for us to provide our valued customers with higher quality service. Customer service and satisfaction continue to pay off, evidenced by a strong year of growth with current customers. In addition, we were able to onboard new customers that offer opportunities for significant organic growth.

Early on, Progressive recognized that our success would revolve around people and relationships. In 2023, we doubled down on our efforts to nurture customer and supplier relationships. Our teams were seemingly everywhere to do so, visiting dozens of states, Mexico, and Peru.

At La Mirada, we furthered our 3 PL Initiative, offering a variety of services assisting customers in reducing complexities to optimize their supply chains. Across the organization, we strengthened our efforts in cyber security, and food safety,

Progressive welcomed new team members in 2023. An organization is only as good as the people they hire and retain. This is especially true in the lightning-paced industry of fresh produce. We have been fortunate in that regard. Progressive has GREAT PEOPLE!

In so many ways, 2023 was a transformative year for Progressive. I am proud of our strides these past 12 months and recognize that we can be neither finished nor content. Positive transformation does not come easy. To do so, requires people across the organization to EVOLVE. Getting out of our comfort zones, thinking, acting differently, and working together to optimize organizational performance and growth. Positive Transformation is only possible when team members share the same Core Values.

Progressive is a fiercely strong and talented team that sets lofty goals and works incredibly hard to achieve them. The energy and great attitude that you bring to Progressive is inspiring. I am humbled and beyond appreciative of everyone's relentless pursuit of excellence. I am immensely proud of how we tackle issues, collaborating as a team to take advantage of every opportunity. Thanks for all you do!

There is no denying that the world has changed dramatically in the last few years. Change is constant. We adapt our strategies and tactics accordingly. What will not change is our Purpose – Great People - Great Company - Great Future – will always be a constant. It is the singular reason we have gotten this far and why we will succeed long into the future.

Thank you for being a part of Progressive... your input is imperative. Please reach out to me 24/7 by email, [marty@progressiveproduce.com](mailto:marty@progressiveproduce.com), by phone 301.346.2009, or if you prefer to pose a question or offer an idea anonymously, drop a note to [HR@progressiveproduce.com](mailto:HR@progressiveproduce.com).

Here is to another year of shared goals, teamwork, and achievements.

Cheers!



# **PROGRESSIVE PRODUCE**

**GREAT PEOPLE    GREAT COMPANY    GREAT FUTURE**



**“BETTER PRODUCE THROUGH PARTNERSHIP AND PERFORMANCE”**

# Our Progressive Hero

# **DAVE WALKER**

Assistant Vice President-Operations



## **WHAT MAKES DAVE A PROGRESSIVE HERO?**

“Dave Walker is undoubtedly a Progressive Hero who embodies our core values on a daily basis. His unwavering commitment to excellence shines through in his extensive knowledge, which he humbly describes as, "I don't know everything, but I know what doesn't work." This dedication extends to his comprehensive regulatory expertise, encompassing areas such as OSHA, Food Safety, CCOF, and ARB, ensuring that our operations adhere to the highest standards.

Dave's remarkable abilities transcend the digital age, as he can intricately create architectural sketches of entire buildings and machinery with just a ruler and pencil! Dave's reliability is unparalleled; his record of never calling in sick speaks volumes about his dedication to the team.

From spearheading the successful installation of our new Exeter sizer in March 2023 to his pledge to guide us through the Potato Department end-of-line project in February 2024 through March 2024, Dave exemplifies the very essence of Progressive. Thanks for all you do, Dave!”

-Jesse Montoya, Director of Operations

Years at  
Progressive  
**24**

Years in  
Produce  
**56**

Favorite  
Produce Item  
**POTATO**

**Walk us through your day at Progressive:** The first thing I usually do is check my e-mail and answer anything that requires an urgent response. I check out the FDA site to stay current on any new or updated food safety issues. Some days, I search new machinery and packaging ideas for the produce industry. After I finish answering e-mails, I will take a walk around the warehouse and talk to the employees and listen to their concerns and ideas about how we could change the equipment to be more productive and safer. Most of the best ideas come from the employees that are actually doing the work and using the equipment. I will check in with Jose Quevedo and the mechanics to run my ideas by them and get their insight. Jose updates me on machinery repairs and how our projects are progressing. I try to do a quick check of the refrigeration equipment each day to make sure it is running ok. I send any new organic label artwork and organic system plan documents to CCOF for their review and approval and make any necessary additions to our Organic Client Profile and update the Organic Certificate Spreadsheet as needed. I will make any necessary updates to the Air Resources Board and LA and Kern County Hazardous Material agencies. Currently, a large portion of my day is consumed with the potato department update and working on our organic program. Every day is a little different, issues come up and visitors and regulatory agencies come by. I enjoy my time at work, I am very fortunate to be surrounded by good people and have the opportunity to do what I enjoy.

**Which Core Value do you resonate with?** “We Care about Our Business Like We Own it”. Each of us have been entrusted with the responsibility to perform our duties and set a good example with the same diligence and concern as if our name was on the outside of the building and our personal reputation was on the line. We are all representatives of Progressive Produce and must act accordingly. The decisions each of us make every day are always in the best interest of the company. People who do not enjoy what they do and do not treat their job like they own it, are probably in the wrong line of work and usually don’t last very long.

**Best piece of advice you've received?**

It is always better to have one person working **with** you than two people working **for** you.

**What's on your bucket list?**

I am planning to retire sometime this year. I would like to do some remodeling on my house and maybe even do a little fishing.

**What do you like to do in your free time?**

I enjoy building furniture and relaxing with a good book. If time permits, I like to go camping and fishing.

**What's something most people don't know about you?**

I’m pretty much an open book, what you see is what you get.

**If you had one superpower, what would it be and why?** The ability to slow down the aging process. There are not enough years left to do all the things I would like to do and travel to all the places I would like to visit.

# Meet Our Sales Coordinator Team

As everyone knows, there are a lot of moving parts in the produce world - Sales Coordinators are tasked with keeping track of them. Working closely with the sales team, the coordinators stay in constant communication between multiple departments here at Progressive including operations, logistics and accounting. Each of the coordinators have become experts of their respective accounts, getting to know their customers and all of their nuances. As a whole, the team supports over 85+ accounts and manually enters & confirms an average of 950 orders a month - that's at least 11,400 orders a year!



**Janna Stava**  
Customer and  
Sales Support  
Manager

In 2023, I returned to the coordinator team at Progressive after a 5-year hiatus working in higher education and entertainment - because what's more entertaining than produce? When I'm not in the office, I'm either binge reading books or binge watching tv/ movies - many friends say I'm a walking IMDB with all my trivia knowledge!

**If I were a produce item...** I would be an avocado - I can have a pretty serious demeanor on the outside, but once you break through my slightly tough walls, I'm a big softie.



**Camille Ton-Suh**  
Sales Coordinator

I grew up watching Food Network and that is how my love for food started! Now I am working for Progressive Produce and am able to learn all things produce! I think it's so awesome I'm able to combine the two! Cooking and baking are my most favorite activities to do. The dish I was most proud of making is my homemade pho!

**If I were a produce item...** If I were a produce item I would be a mangosteen because it is super sweet on the inside. If mangosteen is out of season I would be a durian. lykyk!



**Debbie Stevenson**  
Sales Coordinator

I have been at Progressive for 5 years now and continue to learn new things every day - I had no idea what it really takes to get produce to the grocery store. I enjoy working in a fast-paced team environment. Having worked in water / energy conservation and industrial recycling and now produce, I love that what I do is helping others and our planet.

**If I were a produce item...** Pineapple - I can seem prickly when you first meet me, but am really sweet on the inside. The crown on top of the pineapple is my tiara, as every girl wants to be a princess.







**Claudia Rojas**  
Sales Coordinator

I was born and raised in Acapulco Mexico, and I came to the US when I was 16 years old and was able to finish high school in 3 years. After I graduated high school, I started looking for a job to support my parents and in 2007 I started working at Progressive. This November 18th was my 16th year anniversary at Progressive and I am really happy to be part of this great company. Personally, I love to spend time with my family and our dog Lola, and I love to travel and visit new places.

**If I were a produce item...** I'd be a coconut, because its outer side is hard but its inside is soft. Similarly, I make myself stronger during difficult situations and remain happy and soft in my good times.



**Emily Hassen**  
Sales Coordinator

Prior to joining Progressive Produce, my career has been focused around being the point person between customer and company. I managed a medical spa for 16 years and coordinated airport equipment rentals for 2 years. Learning about the produce industry has been so interesting and, the best part, is ever changing! In my spare time I enjoy spending time with family and friends, gardening, taking on DIY projects and hanging out with my 3 dogs: Betsy (16), Izzy (11) and Phoebe (10). In my short time with Progressive Produce, I have enjoyed making new friendships and am looking forward to what success lies ahead!

**If I were a produce item...** If I were a produce item, I'd be an orange because there are many segments of which I'm made of!



**Tami Dinges**  
Sales Coordinator

After spending 24 years in the lumber/building material industry, I returned to college to catch up on all the technology that had passed me by. Soon after, I was hired by Jones Produce in 2010 and was the primary shipper. In 2015 I became a part of the Progressive team as Office Coordinator. I support all the office in their absence or when extra help is required especially in the shipping department. Each day is a learning experience and I truly have enjoyed the versatility the position brings. In my spare time, my boyfriend, Bill (of 21 years...still dating) share 5 kids and 10 grandchildren ranging in age from 3 months to 21 years. We all enjoy camping, riding 4-wheelers and campfires in our back yard. There is never a dull, quiet moment and we wouldn't have it any other way.

**If I were a produce item...** I would be a pumpkin because of its bright, edible, versatility. A pumpkin is always a sure sign of harvest and puts a smile on everyone's faces.



# Keystone Fruit Marketing Prepares to Transition from Peruvian to Mexican Mayan Sweets as Sweet Onion Season Shifts

As the Peruvian sweet onion season draws to a close, Keystone Fruit Marketing, a division of Progressive Produce, is gearing up to transition from Peruvian Mayan Sweets to Mexican Mayan Sweets.

Renowned as one of the world's best-known sweet onions, Keystone's Mayan Sweets are well-recognized as a respected and established brand with a long and delicious history. Keystone's foray into sweet onions began in the early 1990s when it became the first company to grow sweet onions in Peru. According to Matthew Gideon, onion category manager for Keystone Fruit Marketing, "The founders of Keystone wanted to have a year-round sweet onion program, and that meant going to various regions across North and South America to ensure we had high-quality sweet onions available throughout the year."

Today, Keystone Fruit Marketing remains one of the largest importers of sweet onions from Peru into the United States and now has grower partners in multiple regions, including Washington, California, Mexico, Texas, and Georgia. Gideon notes, "We currently only offer organics from Washington and California, and we are actively exploring opportunities to expand our organic offerings in Mexico and Peru to meet the increasing demand for organic produce."

The Peruvian sweet onion season, a cornerstone of Keystone's year-round program, typically runs from late July through March, with peak supply from September to December, aligning perfectly for holiday promotions. Despite Mother Nature's unpredictability, Keystone has maintained its commitment to delivering top-tier sweet onions.



*Matthew and Jose Guevara (KeyPeru) in the fields in Huaura, Peru in October*

Gideon adds, "While this season has presented some challenges due to unusual weather patterns and a disproportionate number of small onions, Keystone has adapted to ensure a consistent supply of high-quality sweet onions for its customers."

As the Peruvian sweet onion season nears its conclusion, Keystone eagerly anticipates the start of the Mexican sweet onion season, which is set to kick off in mid-January, and early indications suggest an excellent crop. Keystone expects ample marketable supplies of Mexican sweet onions available through April, along with a full line of onion varieties, including red, white, yellow, and their flat sweet onions, for 2024.

In efforts to support its customers' success, Keystone has found that offering both bulk and consumer packs of sweet onions is highly effective. Gideon states, "The usual promotional periods are around the winter holidays, but we have found that our retail partners also have success in promoting sweet onions around holidays all year long. Another thing is to be flexible on the onion size and bagged onion volume amount. Being flexible could provide spot opportunities for margin gains at the consumer level."

Keystone values its relationships with its growers and customers and prides itself on the integrity it carries through all those relationships. "Bringing high-quality onions from our growers to our retail partners' stores is what we love to do at Keystone!" concludes Gideon.



# Once Upon a Fry in Hollywood

BY: RYAN CONLON

Thirteen years ago, Progressive Produce set out to find the perfect potato for frying. After searching for the perfect seed variety, the Hollywood Fries brand was born with the promise of fresh premium fries. The Hollywood Fries program was started as a way for Progressive Produce to get their foot in the door of restaurants and hotels. After thirteen years of navigating the Food Service industry, we have decided it is time to bring Hollywood Fries to the homes of our consumers.

What makes our Hollywood Fries superior in the marketplace is the simplicity and versatility of the potato. Due to the low water and sugar content, these spuds do not need to be blanched, and due to the light skin coverage, you do not need to skin our potatoes. Not only are these potatoes great for cutting and making fries at home, but they are equally great for slicing and making potato chips with! Even if you are craving some potato wedges or hashbrowns, Hollywood Fries will make you look like a Michelin-star chef in your home.

Starting in November, the Hollywood Fries 3lb bag program was launched as a way for consumers to get fresh-cut fries without having to wait in those long drive-thrus of their favorite California burger chain. With our new 3lb bag, you can bring the freshness of restaurant style fries and cook them in the comfort of your home. As of now, you can find our recyclable 3lb bags in Vallarta Supermarkets, and starting in 2024, you will find them in participating Safeway and Kroger stores.



# Wash, Cut, Fry!



# Food Safety Myths and Facts

BY: ARTURO CORONADO

Food safety: it's a big deal! Our fresh infographic is your go-to guide for separating the food myths from the facts. Get ready to eat smart and stay healthy!



**Can you tell if food is safe to eat by its look and smell? NO.**

Most microorganisms that can make you sick don't change the look or smell of food.

**Do I have to refrigerate leftover food? YES.**

Food becomes unsafe to eat if left at room temperature for more than two hours.



**Is food dropped on the floor OK to eat if you pick it up within 5 seconds? NO.**

Microorganisms can transfer to food immediately and cause disease in some cases.

**Can dish cloths spread dangerous bacteria? YES.**

Dish cloths and sponges can carry and spread dangerous bacteria. Disinfect them in sanitizing solution or boil in water.



**Should raw poultry be washed before cooking? NO.**

Washing poultry can spread harmful microorganisms to hands, surfaces, utensils or other food.

**Can I get sick from food I ate 3 days ago? YES.**

Some dangerous microorganisms take longer than a few hours to make you sick.



**Is it safe to thaw frozen food at room temperature? NO.**

Thawing food in the refrigerator or in cold water prevents the growth of microorganisms.

**Do organic fruits and vegetables need to be washed? YES.**

All produce, including organic, should be washed with clean water to remove physical contaminants and reduce the risk from any harmful microorganisms or chemicals.



# “Chip & Friends” Safety Logo Design Contest Winners

BY: ALAN PIZANA



We're excited to wrap up the "Chip & Friends" safety logo design contest! A huge thanks to everyone who joined in -- your submissions were excellent! Your creativity and commitment to promoting safety from warehouse aisles and trucked miles to store aisles really shined. Congratulations to our winners, Estefani Castillo and Daniel Sanchez, whose designs will soon represent Progressive's safety efforts alongside Chip! We would also like to give a special shoutout to Juan Chavez for his exceptional design, earning him an honorable mention for his dedication and creative contribution to our safety campaign. Thank you all for making Progressive safer, and keep an eye out for the updated "Chip & Friends" safety logo!



Estefani Castillo



Daniel Sanchez



Juan Chavez





SCALLOPED SWEET POTATO / POTATO GRATIN

## INGREDIENTS

- 2 lbs Mim's Famous Sweet Potatoes, scrubbed
- 2 lbs Pacific Gold Yukon Gold Potatoes
- 2 tbsp Progressive Farms fresh thyme, minced
- 2 tbsp Progressive Farms fresh rosemary, minced
- 1 tbsp Progressive Farms fresh sage, minced
- ½ cup butter
- 4 cloves garlic, minced
- 2 cups heavy cream
- 2 tsp salt
- 1 tsp ground pepper
- 6 oz Gruyère cheese, shredded

Prep Time: 20 min

Cook Time: 55 min

Servings: 12

## DIRECTIONS

1. Preheat oven to 400° F.
2. In a saucepan, melt the butter over medium heat. Add the garlic and allow to simmer for 1-2 minutes. Slowly add the cream and then the herbs. Bring to a simmer, stirring constantly, then remove from heat and set aside.
3. Peel sweet potatoes and potatoes, then cut into ¼" thick slices. We recommend using a mandoline slicer so the rounds are the same thickness. Add the potato slices to a bowl and toss with salt and pepper.
4. Grease a 13" x 9" x 2" baking dish with butter or baking spray.
5. Arrange slices in the dish in rows, overlapping and alternating the potato types and colors.
6. Pour the cream mixture over the potato slices, gently pressing them down.
7. Sprinkle the shredded Gruyère on top. Cover your dish with tin foil and pop into the oven for 40 minutes.
8. When baking is done, remove the tin foil and place back in the oven for 10-15 minutes longer, or until most of the liquid is absorbed and your gratin top is a beautiful golden brown.
9. Remove from oven and let sit for 10 minutes. Enjoy!



Jaime Greger, the Senior Marketing Coordinator at Progressive, is the mastermind behind the company's delicious recipes. Her passion for cooking started in San Diego with her grandmother and aunt, and she continues to cook for family and friends today, experimenting with new ingredients and fresh takes on classics.



## CITRUS MERINGUE PIE

### INGREDIENTS

#### Citrus Filling

- 4 large Progressive Farms Navel Oranges
- 3 large Progressive Farms Lemons
- ¾ cup white sugar, divided
- 5 tbsp corn starch
- ½ tsp salt
- 4 egg yolks
- 4 tbsp butter
- pie crust
- 1¼ cups flour
- ¼ tsp salt
- ½ cup cold butter
- 3-5 tbsp ice cold water

#### Meringue

- 4 egg whites
- 1 tsp vanilla
- ¼ tsp cream of tartar
- ½ cup sugar

**Prep Time:** 1 hr

**Cook Time:** 40 mins

**Servings:** 8

### DIRECTIONS

1. Preheat oven to 350° F. To make the pie crust, combine the flour and salt; cut in the cold butter until crumbly. Add in the water 1 tbsp at a time, tossing with a fork until dough holds together when pressed. Cover and refrigerate for 1 hour.
2. On a lightly floured surface, roll the chilled dough into a ¼" thick circle. Transfer to a 9" pie pan and trim edges, leaving a ½" overhang. Fold the overhang under itself and pinch all around to make the crust edge. Line the inside of the crust with parchment paper and pour baking weights, dried beans, or uncooked rice into the lined crust.
3. Bake until lightly browned, 18–20 minutes. Remove the parchment paper and weights; bake until golden brown for an additional 8–10 minutes. Remove from oven and cool on a wire rack.
4. For the filling, zest 2 oranges and 1 lemon and place in a medium saucepan. Juice until you have 1¼ cup orange juice and ½ cup lemon juice. Add the juice and ¼ cup sugar to the saucepan, set aside.
5. In a bowl, whisk together the remaining ½ cup sugar and cornstarch. Add egg yolks and whisk continuously until lightened in color, about 3 minutes.
6. Heat your saucepan until just simmering. Remove from heat and slowly add half of the warm juice into the egg yolk mixture while whisking continuously. Once well mixed and the sugar is dissolved, pour back into the saucepan while whisking over medium heat. Continue whisking for about a minute until the mixture thickens and begins to boil. Remove from heat and whisk in the butter until melted and combined.
7. For the meringue, using a mixer, beat the egg whites with vanilla and cream of tartar on medium speed until foamy. Add sugar 1 tbsp at a time and beat on high. Continue beating until soft peaks form.
8. Transfer the hot filling to the crust. Next, spread the meringue over the filling, sealing to the edge of the crust and swirling with the back of a spoon.
9. Bake pie for 16–18 minutes or until meringue is golden brown. Cool on the wire rack for 1 hour and chill pie for 3 hours before serving. Enjoy!

# 2023 HALLOWEEN COSTUME CONTEST PARTICIPANTS



Oscar Guzman



Daniel Carlos



Lauren Askew



Tami Dinges



Jaime Rodriguez,  
Vanessa Lopez,  
and Sylvia Jimenez



Jaime Greger's  
pets, Clifford and  
Snuffy



Cory Stahl and  
Janna Stava



Daniel Rosinski



Jaime  
Greger



Sarai Garcia



Tourists visiting Keystone



Dan Borer's family





As part of our Rooted initiative, Progressive Produce donated bags of potatoes, onions, and yams to Heart of Compassion for their Thanksgiving event. We're thrilled to report that the event was a tremendous success, with more than 700 families receiving food items from the! Moments like these remind us of the impact we can create, whether big or small. A heartfelt thank you to everyone involved – your support makes a difference!



# Happy Holidays!

Progressive Produce sure knows how to throw a fantastic holiday party! From festive decorations to scrumptious treats and heartwarming moments, it's all about spreading holiday cheer and building great memories together!





# UGLY SWEATER CONTEST PARTICIPANTS



Tina Martin



Jim Mason



Mike Blume



Emily Hassen



Shannon Bantugan  
3RD PLACE



Jeannie Berger



Scott Leimkuhler



Daniel Sanchez



Rosa Maria  
Martinez



Marielena  
Bibresca



# NEW YEAR RESOLUTIONS

From getting healthier to pursuing our passions with renewed energy, we're all geared up for personal and professional growth and good vibes. Here's to making 2024 a year of progress and achievements!



**Marty Kamer, President**

Professional:

- Continue to EVOLVE
- Engage new technology to transform how all Progressive functions communicate and work together to achieve Great Results
- Help other's achieve their Goals

Personal:

- Improve health and fitness
- Spend more time with family
- Spend more time in the great outdoors



**Mike Blume, Keystone VP Sales and Marketing**

Read more!!! And not just emails and text messages, lol (although, I will read more of those too), but books and news articles!



**Amanda Nojadera, Digital Marketing Coordinator**

Read more books! If you have any recommendations, please send them my way!



**Cory Stahl, VP Sales**

For my New Year's resolution, I'm going with cutting out sugar in drinks. Black coffee and no more sodas for at least January, and I'm hoping it sticks longer!



**Oscar Guzman, Director of Marketing and Sales**

- Exercise 2-3 times a week
- Read 1 book a month
- Publish one educational article in a peer reviewed journal



## UPCOMING Q1 ANNIVERSARIES

VICTOR RODARTE	39	MARIA PATRICIA PARRA CARRILLO	8
MARTIN MEZA	31	JOAQUIN GUZMAN	8
MARTY KAMER	26	RAFAEL MENDOZA	7
JAMES MASON	26	JOSE LUNA JR	7
JULIAN BARRAGAN	25	JUNIOR GUZMAN	7
JOSE LOPEZ AISPURO	23	OSCAR GUZMAN	7
ATILIO PACHECO	23	CARLOS IBARRA	6
NORBERTO VERONICA BUSTOS	22	NOEMI DIAZ	6
EDGAR GUERRA	22	CESAR ARREOLA	6
ILIANA ARANA	21	BENJAMIN GOMEZ	6
MIKE BLUME	20	ML DAVIES	6
MARIA CEDENO MONTES	20	MARTHA GONZALEZ	6
CARMEN ZEPEDA	20	NORA ALVARADO	5
GABRIEL ANDRADE	19	MARIA LOURDES GUZMAN	5
DANIEL BORER	19	CESAR MARTINEZ	5
STEVE LONG	18	MARTA LILIAN SALAZAR	5
JUAN MAGANA	18	FABIOLA RUIZ PEREZ	5
JEANNIE BERGER	17	EDGAR GUERRA JR	5
ORTELIO ORTIZ	16	PABLO MORENO MARTINEZ	5
BERNARDINA FLORES LUNA	16	MIRIAN LUNA	5
JAIME RODRIGUEZ	14	MIGUEL ANGEL LOPEZ	4
MARIA OCOTLAN	14	JAVIER JARA	4
RUDY POLANCO	14	AMANDA NOJADERA	4
ABEL RAMOS	14	RICHARD LOPEZ	4
JORDAN RORIE	13	ABDON BANUELOS DELGADO	3
FRANCISCO FIGUEROA	13	OSCAR ARELLANO	3
ROBERT VELASQUEZ	12	JORGE CAMACHO	2
ISRAEL PARRA	12	MARIO POLANCO	2
JOSE CALDERON	10	CARLOS SURIA	2
PABLO POSAS	10	EDUARDO ZAZUETA	2
ANA CRIDER	9	VILIULFO RUIZ	2
TAMI DINGES	9	ANDREW MASHLER	1

YEARS OF SERVICE THROUGH 2024

# Upcoming Birthdays

## January

1 - Guillermo Arellano  
2 - Kevin Castellanos  
4 - Jeannie Berger  
5 - Romualdo Gonzalez and Bismark Espinoza  
6 - Sandra Robles  
8 - Pablo Posas and Jesus Montoya  
10 - Maria Vilchis Barcenas  
12 - Martin Meza and Simon Miller  
15 - Martha Gonzalez

16 - Tara Olson  
17 - Jorge Vejar  
19 - James Mason  
20 - Sebastian Casas  
21 - Jose Calderon and Alex Meza  
22 - Benito Rodriguez  
26 - Viliulfo Ruiz  
27 - Steven Robles  
28 - Ismael Rostran and Alan Wong  
29 - Edgar Guerra and Jordan Rorie  
30 - Jesus Escobar  
31 - Wilfredo Oliva

## February

1 - Martin Lopez Jacobo  
2 - Rigoberto Meza Hernandez  
3 - Jose Carrillo and Oscar Guzman  
5 - Abdon Banuelos Delgado and Francisco Figueroa  
6 - Fabiola Ruiz Perez  
8 - Rosa Maria Martinez and Mario Alberto Avila Bolanos

9 - Miyuki Escobar  
11 - Robert Velasquez  
12 - Luis Medrano  
20 - Juan Magana  
23 - Miguel Angel Lopez  
26 - Ana Crider  
27 - Maria Fernanda Espinoza

## March

1 - Alejandra Jimenez  
3 - Marta Lilian Salazar and Debbie Stevenson  
4 - Sylvia Jimenez  
5 - Efren Banuelos and Dave Walker  
6 - Melissa Luna  
7 - Durcmon Trevarr Kirk, Anthony Sanchez Rodriguez, and Angelica Hernandez  
8 - Juan Pena Nunez and Jorge Camacho  
11 - David Luna

13 - Carolina Carrillo  
19 - Juan Daniel Maseda and Aimee Fry  
20 - Eli Carrillo and Beto Lamas  
21 - Abel Ramos  
23 - Carolyn Gagnon  
24 - Jordan Barta  
25 - Beatriz Gutierrez  
26 - Maria Ocotlan, Javier Gomez, and Cesar Pacheco Hernandez  
30 - Carlos Ibarra  
31 - Mario Hernandez Pena



# Say goodbye to nicotine

## Quitting nicotine isn't an easy thing to do.

Whether you smoke, use e-cigarettes or smokeless tobacco stopping smoking can be tough for anyone. But deciding to put it behind you is a good first step. Many people try to quit more than once, and that's ok. Every time you try, you learn more about what works for you and what doesn't.

### Rely on friends and family for support

When you're ready to quit, know that you're not alone. Tell people you're trying to quit. And ask them to help you stay on track. Support comes in many forms, so let people know what you need.

- Tell them if you want gentle reminders and encouragement.
- Find a quit buddy to whom you can give and get support.
- Ask people to kindly not smoke around you.
- Talk to your health care provider about whether nicotine replacement might be right for you.



## Did you know?

Every year more than  
**half of smokers**  
try to quit'

<https://www.nami.org/mhstats>

# 3 tips to set yourself for success

Now that you've got your support team, try the **ACE Strategy** to help you quit.  
That's **Avoid, Cope, Escape**.



## **Avoid.**

Think about what triggers or situations make you want to use tobacco and how you can avoid them.



## **Cope.**

Decide you'll cope with those triggers or situations.



## **Escape.**

Remember why you want to quit in the first place. Give yourself permission to leave if you need to.

**Here's an example.** You're planning to go to a family get together.  
How can ACE strategy help you prepare?

### **Avoid:**

Think about what triggers or situations make you want to use tobacco and how you can avoid them.

### **Cope:**

Keep gum or mints close by to keep your mouth busy. Don't be shy about saying you're having a craving.

### **Escape:**

Take yourself out of the situation if you need to.

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