



Foodservice Equipment, Supplies and Design

**GILL MARKETING**

# Marketing to the Federal Government

TriMark Gill Marketing, a division of Gill Group, Inc., has been working with the federal government since 1976 on GSA, AFNAF and DOD contracts. We are a proactive sales and marketing company and believe in providing a high level of service and support to our customers. Working with our customers at their location, our 11 field sales specialists can assist in identifying our customer's needs and requirements and establishing the necessary equipment specifications. The sales team is trained not only in assisting with detailed specifications but can also provide support when it comes to design, layouts and installation for the products the customer is interested in buying.

We are an organization that provides site visits to federal government facilities worldwide. Our sales teams have been to such locations as Afghanistan, Uzbekistan, Kyrgystan, Diego Garcia, Guam, Guantanamo Bay, Azures, Japan, Korea, Iceland, Iraq and England.

- The Crofton, Maryland office maintains our Eastern and Midwestern regions, and our Smallwares and Supply Division. This location has a Vice-President, two Regional Managers and a Project Manager who travel extensively within their respective regions. At this location our primary inside sales staff of five people, plus two customer service people, handle incoming calls, quotes and bids.
- The San Antonio, Texas location maintains the South Central region
- The North Carolina location maintains the Southeastern region
- The Honolulu, Hawaii location maintains the Pacific region
- The Phoenix, Arizona location maintains the Western region and houses our Asia and Naval Shipboard divisions which oversee the Pacific Rim Basin for U.S. Military sales. This office is comprised of our Western region Vice-President, two Regional Sales Managers, our inside sales team and support/customer service representatives. Corporate accounting and government administrative functions are also maintained in the Phoenix office.

We are unique in marketing to the federal government customer in that we maintain several offices throughout the continental United States.



We have nearly 40 years of specialized experience servicing VA Medical Centers, Federal Medical Centers, Bureaus of Prisons, all branches of the Military and other federally funded government entities. TriMark Gill Marketing exclusively represents over 50 manufacturers and their product lines on various Federal contracts. At Gill, we believe in partnering with our manufacturers'; we carry a select group of premier companies that best serve our customers needs.

## West Company

Headquarters  
1904 W. Parkside Ln.  
Suite 100  
Phoenix, AZ 85027  
800-777-1418  
602-943-7700  
Fax: 602-943-2500

## East/Midwest

2128 Espey Court  
Crofton, MD 21114  
800-666-1418  
410-451-4600  
Fax: 410-451-8520

[gillmarketing.com](http://gillmarketing.com)



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**TriMark Gill Marketing is a full service company providing value to our customers through various avenues.**

**Evaluation**

TriMark Gill Marketing has always had a philosophy of providing personal service to our customers. If requested, we will travel to your location and assist in identifying individual needs. Whether it is for replacement smallwares or equipment, our sales team is trained to assist in the selection.

- No charge for location visits
- Quotes by phone, e-mail or facsimile
- HACCP planning and implementation

**Design**

Our sales teams can take your requirements and critical dimensions and incorporate them into a CAD drawing. We can also provide specifications on each piece of equipment that you are considering. This allows for a complete package that aids the customer in understanding the scope of work.

- CAD drawings for a complete understanding of equipment placement
- Assistance selecting the best product at the right price to stay within budget

**Installation**

We can provide turnkey projects designed to minimize downtime. Our expert installers can work within your schedule and are available nights and weekends, if necessary. We are prepared to install at almost any government facility worldwide.



**Smallwares and Supply**

Our TriMark Gill Marketing Smallwares and Supply division provides a full line of products from key manufacturers to meet your front and back of the house needs. Our sales team is prepared to work on new projects and installations, design and choice of new products as well as replacement items as needed. TriMark Gill Marketing is your first choice for Smallwares and Supply!

**Superior Products**

TriMark Gill Marketing represents the highest quality manufacturers. From your smallware needs to major equipment you can depend on the brands we provide.

- Factory trained sales team
- Credit cards welcome
- GSA and AFNAF pricing

**After Sales Support and Service**

Service does not end after the sale. TriMark Gill Marketing has been assisting customers and their needs for 38 years. If you need training, demos, have a warranty issue or any other questions about your equipment, our sales and customer service teams are here to assist you.

- Factory trained sales team
- ServSafe training available



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## Product Categories

Our expertise in areas of food service equipment provides our customers with unlimited resources at their disposal.

- Bar Equipment and Supplies
- Carts, Holding and Transportation Equipment
- Cooking Equipment
- Front and back of the house
- Ice and Beverage Dispensers
- Preparation Equipment
- Preparation and Storage Smallwares
- Receiving and Storage
- Refrigeration
- Sanitation and Warewashing
- Service Items
- Serving and Merchandising Equipment
- Tableware
- Furniture and Decor



## General Services Administration (GSA) Contract

The General Services Administration (GSA) Multiple Award Schedule is an indefinite delivery contract in which the Federal Government customer chooses between similar awarded products. It is a commercial commodity contract which guarantees no volume. The contract period is October 1, 2011 through September 30, 2016.

The GSA military customer base is primarily the Marine Corp, Air Force, Army and Navy. Civilian customers that predominately utilize the GSA schedule are VA Medical Centers, Bureau of Prisons, Coast Guard, Job Corp Centers, Bureau of Indian Affairs and other federally funded government entities.



## Air Force Non-Appropriate Fund (AFNAF) Contract

The Air Force Non-Appropriated Fund (AFNAF) contract began with the Air Force and is now used

by all branches of the military. This contract services the Military Base Club System and other recreational facilities. It is an indefinite delivery contract in which the customer chooses between similar awarded products. This contract is administered in San Antonio, Texas at Randolph Air Force Base. If AFANF determines that manufacturer's product line will be in demand, a contract is awarded.

AFNAF awards one contract per manufacturer that covers the manufacturer's entire product line.

The AFNAF military customer base is Air Force, Army, Navy and Marine Corp – Morale, Welfare and Recreational Activities. Congress does not appropriate money to this customer base. Funds must be generated by their activity or by the base activity fund.

The AFNAF contract is a ten-year contract renewable every two-years.

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**Contract Holder**  
**GS-07F-9252G**



**AFNAF Contract**  
**F41999-12-D-0030**

Aerowerks	Globe	Robot Coupe
A la Cart Equipment	Groen/Groen Capkold	RTF Marine
Alto-Shaam	Hatco	Salvajor
Amana/ACP/MenuMaster	Hobart	San Jamar
American Foodservice	Hoshizaki	Scottsman
Avtec	Installation	Star
Bally	Irinox	Structural Concepts
Baxter	Lakeside/Geneva	Syracuse/World Tableware (AFNAF only)
Bunn	Lang	T & S Brass
Burlodge	Libbey	Temp Trak
Caddy	MagiKitch'n	Traulsen
Cal-Mil	Mainstreet Menu	True
Cambro (AFNAF only)	Manitowoc	Vitamix
Carlisle	Marko by Carlisle (AFNAF only)	Vollrath
CresCor	Multiteria	Vulcan/Berkel/Wolf
Crimsco	Nemco	Waring
Dexter-Russell	New Age	Wells Manufacturing
Duke	Nichols Custom Stainless	
Eagle (Metal Masters)	Nor-Lake	
Edlund	Perlick (AFNAF only)	
EnviroPure	Pitco	
Follett	Power Soak	
Food Warming Equipment	Randell	
Frymaster/Dean	Rational	

- Government Credit Cards Accepted
- Design and Installation Services
- Budget Pricing Assistance
- Friendly, Knowledgeable Sales Assistance
- Help For Custom or Hard-to-Find Items
- No charge for site visits to advise on specifications and design.



### Bakery Equipment

Bakery Systems & Supplies  
Black and Decker Ovens  
Combi Ovens  
Proofer/Retarders  
Revolving Tray Ovens

### Cafeteria Servng

Bar Supplies/Underbar  
Beverage Dispensers  
Blenders  
Coffee Urns and Brewers  
Concession Items  
Condiment Dispensers  
Display Cases  
Food Warmers  
Heat Lamps  
Menu Boards & Video Menus  
Merchandising Equipment  
Soft Serve/Shake Machines  
Serving Counters  
Salad Bars  
Salad and Soup Service  
Table Service  
Table Top Items  
Transport Carriers  
Trays, Bowls & Dispensers

### Commissary Equipment

Bakery Equipment  
Bread Slicers  
Beam Scales  
Deli Cases  
Grinders  
Meat Equipment  
Meat Slicers  
Produce Disposals  
Saws  
Scales  
Tenderizers  
Wrapping Systems

### Cooking and Holding

Braising Pans  
Broilers  
Combi Ovens/Steamers  
Convection Ovens  
Cook and Hold Ovens  
Counter Cooking Equipment  
Fryers  
Griddles  
Holding Cabinets  
Proofers  
Kettles  
Microwave Ovens

Pot Holders  
Pots and Pans  
Quick Disconnect  
Ranges  
Steamers  
Utility Distribution Systems  
Ventilation Systems

### Custom Fabrication

Chef Counters  
Counters  
Dishtables  
Display Counters  
Salad Bars  
Serving Lines  
Sinks  
Work Tables

### Food Preparation

Can Openers  
Carts and Tables  
Cutlery and Utensils  
Food Cutters  
Food Processors  
Mixers  
Slicers  
Scales  
Thermometers

### Furniture/Decor

Artificial Plants & Containers  
Booths  
Chairs  
Tables  
Wall Art  
Window Coverings

### Ice Machines

Ice & Beverage Dispensers  
Ice bins  
Ice Machines  
Water Chillers

### Marine Equipment

Convection Ovens  
Cook and Hold Ovens  
Fryers  
Griddles  
Ranges  
Sanitizing Equipment  
Toasters

### Receiving/Dry Storage

Dunnage Racks  
Enclosed Cabinets  
Pan Racks  
Storage Shelving  
Walk-In Shelving

### Refrigerated Storage

Air Curtain Refrigerators  
Blast Chillers  
Display Refrigerators  
Reach-in Refrigerators/  
Freezers  
Refrigerated Warehouses  
Roll-in Refrigerators/Freezers  
Specialty Refrigerators  
Strip Doors  
Walk-Ins

### Smallwares & Janitorial

Aprons  
Brushes  
Chef Hats  
Chemicals  
Faucets  
Mats  
Sweepers  
Trash cans  
Washroom Accessories

### Tabletop/Fixtures

Ashtrays  
Candle lamps  
Chafers  
China  
Flatware  
Glassware and Mugs  
Holloware  
Melamine  
Table Linens  
Tableware

### Tray Make-Up

Tray Assembly Conveyors  
Tray Delivery Carts  
Tray Make-Up Equipment  
Related Products

### Warewashing/Sanitizing

Booster Heaters  
Conveyor and Fast Rack  
Dishwashers  
Dish Carts  
Dish Racks  
Disposers  
Door Style Dishwashers  
Flight Type Dishwashers  
Hand Sinks  
Pot and Pan Dishwashers  
Pot Scrubbers  
Sink Sanitizers  
Undercounter Dishwashers  
Waste Equipment Systems

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- Budget Pricing Assistance
- Friendly, Knowledgeable Sales Assistance
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