



Washington State University Martin Stadium

Pullamn, WA

Overview

Washington State University planned to expand its football stadium by adding three new levels, building seven additional concession stations and making upgrades in 22 luxury box seats. The University's goal was to complete all work in time for the first football game of the season, September 8. General Contractor Hoffman Construction brought in TriMark Gill Group to oversee and manage the foodservice equipment project, which was completed in just four weeks.

“The lasting impression was that TriMark went above and beyond what was required to finish the project,” said Chip Tull, Hoffman Construction Corporation.

Problem

- Delivering 36 new refrigeration units for the \$50,000-a-season luxury box seats in one week
- Navigating all pick-ups and deliveries on a one-way shared access road
- Completing entire foodservice equipment portion of the project in 4 weeks

Solution

The foodservice package for Washington State University's Martin Stadium included equipping the \$50,000-a-season private box seats with new refrigeration units. However, the cabinets were not fitted to the product data information in the original foodservice drawings, which meant that 22 refrigerators were too small for the space. TriMark Gill Group was “literally getting emails from the General Contractor counting down the hours to ribbon cutting,” said Matt Dockter, Project Manager for TriMark Gill Group.

“We found a replacement that met with the spec criteria. With only 96 hours until the first game, we had them picked up, shipped across the country, delivered, and installed. This averted a major crisis for the General Contractor,” said Dockter. “We replaced 8 single door and 14 double door units with 36 single-door units,” he said. The smaller refrigerators did not go to waste; however, they were moved to press boxes and other parts of the stadium.

“They overcame this delivery challenge,” said Chip Tull, Project Manager for Hoffman Construction Corporation. “The lasting impression was that TriMark went above and beyond what was required to finish the project.”

Logistics Planning

There was only one shared access road—and it was a one-way street. There was no place for the trucks to turn around, so they had to be quickly unloaded and backed up before the next delivery arrived.





TriMark Gill Group worked closely with the construction team and the trucking company to ensure a nearly seamless coordination of deliveries. Once inside, the team had to strategize how to navigate heavy kitchen equipment into the seven separate food service stations on three levels of the stadium. “Constant tracking of equipment, along with regular communication with the General Contractor, construction team and the trucking company helped keep the project running smoothly,” said Dockter.

Results

- TriMark Gill Group’s project management expertise supported the food service options for approximately 1,900 new football fans in the press box, club seats, loge boxes, luxury suites, and club room
- Luxury box seats featured refrigerators, custom cabinetry and sinks.
- General Contractor Hoffman Construction was so pleased with the success of Martin Stadium’s foodservice equipment package that they called TriMark Gill Group a “hero.” This longtime customer continues to turn to TriMark Gill Group for their foodservice equipment services and expertise.

“TriMark Gill Group offered us cost savings and pricing options, which was hugely important to us,” said Tull.

“In this business, it is vital to stay connected and committed to the success of our customers. We are the last ones in the building, so we’ve got to start strong and finish strong,” said Dockter.