



# Marketing to the Federal Government

VA Rehabilitation Center  
White City, Oregon



Lackland AFB Gateway Club  
San Antonio, Texas



U.S. Naval Academy Dining Hall  
Annapolis, Maryland





**We are a full service company providing value to our customers:**

**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.

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

**Design**

Our sales teams can take your requirements and 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 in budget



**Installation**

We can provide turn-key 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.

**Superior Products**

We represent the highest quality manufacturers. From smallwares to major equipment, you can depend on the brands we provide.

- Credit cards welcome
- GSA and AFNAF pricing

**After Sales Support and Service**



Service does not end after the sale. 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

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

We have 40 years of specialized experience servicing VA Medical Centers, Federal Medical Centers, Bureau 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. We believe in partnering with our manufacturers; we carry a select group of premier companies that best serve our customers needs.



*Wounded Warrior Cafe, Bethesda, MD*

# Recent Projects:

Andersen AFB Magellan Hall, dining facility  
Yigo, Guam

Iwakuni MCAS, flight line mess hall  
Yamaguchi Japan

Schofield Barracks K-Quad, dining facility  
Wahiawa, HI

Rickenbacker AFB, serving lines, menu system  
and refrigeration, Columbus, OH

VA Butler Healthcare, tray make up area, walk-in  
cooking equipment, Butler, PA

FCI Beckley Federal Prison, FT, and roll-in ovens  
Beaver, WV

Los Angeles AFB Club, new counters  
Los Angeles, CA

Ft. Irwin, dish machine replacements  
Barstow, CA

FCI Memphis Federal Prison, outdoor walk in  
freezer, Memphis, TN

Camp LeJeune, dining Facilities, FT dish ma-  
chine replacements, Jacksonville, NC

Guantanamo Bay Camp Americas, two dish  
machines, Cuba

US Military Academy, hot carts  
West Point, NY

VA Hudson Valley, walk in freezer and serving  
lines, Montrose, NY

Altus AFB Solar Inn, serving lines  
Altus, OK

Federal Detention Center, drive-in/walk-in  
freezers, Houston, TX

VA Medical Center, new full kitchen  
St. Cloud, MN

Minot AFB Jimmy Doolittle Center, kitchen and  
dishroom remodel, Minot, ND

VA Medical Center, conveyor, pulper and dish  
machine, Richmond, VA

Naval Air Station, coffee shop #2  
Patuxent River, MD

## 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
- Custom Fabrication
- Cooking Equipment
- Ice and Beverage Dispensers
- Preparation Equipment
- Preparation and Storage Smallwares
- Receiving and Storage
- Refrigeration
- Sanitation and Warewashing
- Service Items
- Serving and Merchandising Equipment
- Tableware



## General Services Administration (GSA)

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 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.

GSA Contract #**GS07F049DA**



## Air Force Non-Appropriated Fund (AFNAF)

The 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. If AFANF determines that manufacturer's product line will be in demand, a contract is awarded.

Congress does not appropriate money to this customer base. Funds must be generated by their activity or by the base activity fund.



Foodservice Equipment, Supplies and Design

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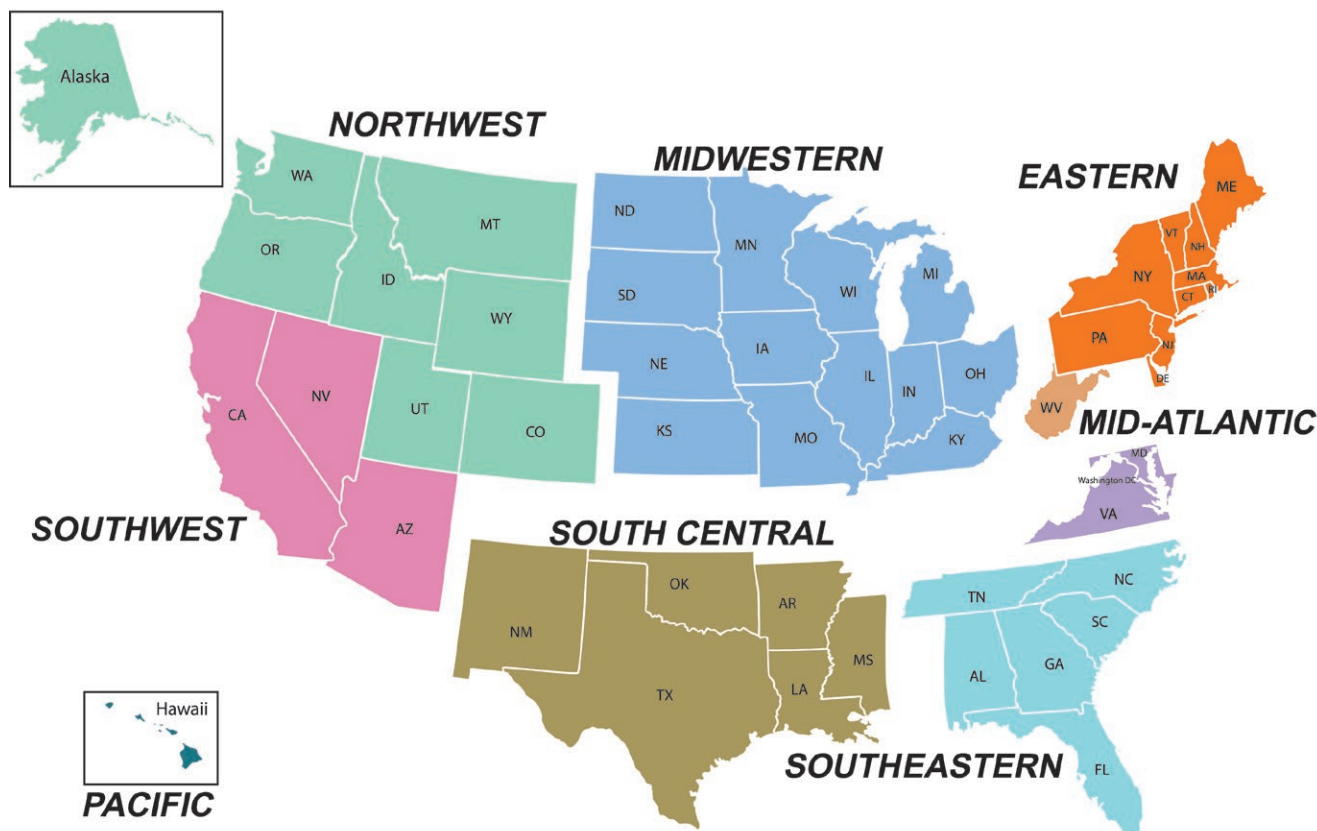
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To order, call your TriMark Gill Marketing salesperson or phone:

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