

# CAPABILITY STATEMENT



*THE GILMAN BROTHERS COMPANY*

## Company Overview

In business >122 years, The Gilman Brothers Company had its origins in New York City in 1897 when Nathan Gilman established himself in the bedding business. It relocated to Connecticut and became one of the oldest manufacturing sites in New London County, the first large-scale manufacturing in 1914. By the 1940's, experimentation led to new ways to use cotton batting, and high speed multiple stitching machines were installed to produce comforters. By the end of WW II, the plant had produced nearly three-quarters of a million comforters for the U.S. Army.

In 1982 rigid sheet divisions were introduced and expanded polystyrene foam continues to be the product today. As one of the originators and innovators in foamboard manufacturing, we continue to improve upon quality and provide for the market needs for this versatile product. We manufacture a full line of foam core boards for graphic arts, merchandizing, signage, photo mounting, screen printing, displays, props, and exhibits.

## Core Services

- Manufacture a variety of foam boards - paper and styrene surfaces - in >150,000 SF of production and warehousing in CT
- Heat and pressure-sensitive adhesives applied to foam boards
- Coordinate and sub-contract multiple services for large scale government and public programs

## Other Services Provided

- Consulting with screen/digital printers, fabricators, ad agencies and retailers for product selection and new product development
- Custom sizes, colors and products to meet customer needs
- Prototype design/creation using Zund digital cutter in our R&D lab

## Differentiators

- >100 year old branding strategy
- Distribution infrastructure in >15 countries
- >500 Distribution locations in USA
- 24/7 Freight tracking
- 4 Patent pending materials
- 16 Registered trademarks
- 24/7 manufacturing
- Capable of manufacturing several million square feet of material per week
- In-line extrusion, adhesive and paper or styrene lamination and cutting
- Prototype design with in-house laminating, cutting and printing capability
- High density foam is 2.5x the density compared to competing foam boards
- Quality—inline calibration to ensure consistency

## References

Strong references available upon request such as **FedEx, Hobby Lobby, AT&T** and the largest printers and distributors in North America

## Company Data

DUNS Number: 001158203

CAGE Code: 20041

EIN / FID: 060362320

NAICS Codes:

- 326100
- 361300

SAM Registration: Active

Accepting Credit Cards: Yes

Business Size: Small

## Socio-Economic Designation

Small Business

## Contact Information

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