



THE GILMAN BROTHERS COMPANY

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FOR IMMEDIATE RELEASE

Gilman Brothers Latest Plant Upgrades and Improvements Set Course for a Record Breaking 2019

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Gilman Brothers latest plant upgrades have set the company's course for a record breaking 2019 with recent improvements, both on the manufacturing floor and in the product line.

Customer service continues to be the driving force at Gilman Brothers, as all departments remain laser-focused on building an evolving and innovative organization that listens to employees and customers and provides value-added services and superior products to all levels of customers (distributors, printers, and end users). The company's sales department, nerve center for customer service, recently underwent a complete facelift and reorganization under the direction of Ari Luna, Business Development Manager. "A complete revamp of our Sales Department provided improved space efficiencies, inspirational designs to encourage and empower our team, a new strategizing space that among other changes embodies our core belief that anything is possible at Gilman," says Luna. "Our team is never afraid to roll up their sleeves and put in the work – beyond proud to be a part of such accomplishments."

Plant upgrades continue, with a focus on the company's vision to eliminate waste while providing a superior product to its customers. Gilman Brothers has long been a proponent of green manufacturing. By the end of the year the company will have the initial stages in place to soon be running a portion of the plant on solar power.

Gilman Brothers recently expanded its business development team by adding a strategy and innovation specialist, putting into action a pull through strategy to generate demand in the retail market. "The market has spoken, and retailers are demanding "new" services and products," says Bill VanHorn, Director of Sales. "The benefit of a specification pull through strategy allows us to react quickly to any market needs; 2019 has all the makings of a record-breaking year."

For additional information on any Gilman Brothers products visit our website at www.gilmanbrothers.com, email us at sales@gilmanbrothers.com or call regular EST business hours 860-889-8444 USA or the new 24/7 hotline 860-884-2077.

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