



HIGHLIGHTS

- Aggressive timeline met
- 3-phase power installed
- Start-up business solution
- No disruption in business
- Seamless transition



"Gillis Gilkerson saved us, that's for sure!"

*-Gary Crescenze,
Delmarva Printing*

DELMARVA
printing

SUCCESS STORY

You never really want to put the cart before the horse, but sometimes you don't have control over the "order" of your circumstances and therefore have to hold on tight and hope for the best! As a start-up business, Delmarva Printing was headed down the path of growth and opportunity with one small problem. The company didn't have a home for their million dollar printing press.

Through word of mouth, Gillis Gilkerson learned about Delmarva Printing's problem and offered a solution - a property at 2110 Windsor Drive in Salisbury, Maryland. Renovations included new landscaping, a fresh coat of paint, the installation of a new roof, parking lot and "Oh...By-The-Way," three-phase power - an efficient form of power distribution that provides a more stable flow of electricity at a higher voltage, a necessary utility for the company.

Delmarva Printing moved in within 90 days and was able to meet customer deadlines on all contracted printing jobs. "We have a great working relationship and consider Gillis Gilkerson business partners because they listen to our needs, provide solutions and have helped us grow over the years," said Gary Crescenze, Delmarva Printing. We are looking at expanding again soon and won't hesitate to turn to Gillis Gilkerson for help."

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