

The Doorway

A Publication of The Gill Corporation

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The Gill Corporation's Newest Addition





At the B8 groundbreaking ceremony (left to right): Mr. Kevin Staley, Principal and Co-founder of the Magellan Group; Stephen Gill; Jennifer Gill; and Assemblyman Ed Chau.



The Next Chapter Begins Here

What is it about success that fascinates us so much? Is it human nature to compete with one another, our deep-seated need to win? Is it passed down through our DNA or can it be copied and learned? Maybe it's about an emotional response like jealousy or envy when we meet someone who has more?

To the philanthropic, it's a desire to better ourselves and society as a whole. Whatever the reason, we have a fascination with those individuals who lead movements, amass wealth, embrace change, grow business empires, transform history through a willingness to take risk and their ability to recognize an opportunity that others would miss.

We see evidence of this everywhere we look. The media offers up an unending supply of information about the subject via radio, print, television, movies and the Internet. Online retailers like Amazon and Ebay offer hundreds of books about what it takes to be successful. Walk into any brick and mortar bookstore and there are whole sections dedicated to tomes on the traits of success written by business moguls, TV stars and self-help gurus. If you ask these authors what sets them apart you'll get a multitude of answers, but the common thread that seems to tie them together is the ability to recognize a great opportunity and act.

That's how it's been for Chairman and CEO Stephen Gill as he's managed The Gill Corporation for the last three decades. Stephen Gill's family founded the corporation. They were hands-on owners involved in every aspect of running their business. Stephen learned the business from the ground up. Especially the value of working hard, surrounding yourself with the right people and always being *present*.

As the decades passed, buildings and equipment were acquired.
In the 1960s: Building 1, Building 2, and Building 3



B1



B2



B3

1970s: Building 4



B4

1980s: Building 5



B5

The company was founded in 1945. The original building occupied 14,000 sq. ft. of office and manufacturing floor space. (Pictured below)





1990s: Building 6



B6

And in the 2000s: Building 7



B7

The workforce grew and the torch was passed from father to son. As the new millennium approached, the El Monte operation had grown to encompass seven commercial buildings of 250,000 sq. ft. (under roof) on more than seven acres of land. Good planning, sound management and a burgeoning demand by the commercial aerospace industry fueled the need to continue expanding our role in the market.

The Gill Corporation is vertically integrated with subsidiaries that provide a vast array of capabilities. This puts us in a unique position. As a corporation, we have decades of successful manufacturing expertise, state-of-the-art equipment, unparalleled research/development and testing labs, relationships with major airlines and OEMs, global sales reach, and customer support.

There was an opportunity to parlay these attributes, leverage our existing manufacturing skill set and expand our value-added services such as fabrication and machining. However, that would require a reorganization of space, manpower and mindset, but we were up for the challenge. Our subsidiary in Maryland (Alcore, Inc.) and our subsidiary in France (Alcore Brigantine) had gone through major expansions in recent years, so we knew what to expect. (See *The Doorway* Spring 2008, Spring 2015).





After the Great Recession in 2008, the business community was battered and many felt hopeless. While economists expressed fear and urged restraint, the words of Conrad Hilton rang true:

"Success seems to be connected with action. Successful people keep moving. They make mistakes, but they don't quit."

Stephen Gill and the shareholders agreed. He had seen a diamond in the rough a mere stone's throw from the corporation's back door. So in 2009, Stephen Gill set his sights on the outcome of a shuttered business that sat on the property directly north of our plant. The city had decided to raze the crumbling buildings and look for a way to repurpose the land. After months of negotiation, the city approved a plan for construction of a new business complex. Stephen expressed his intent to acquire a portion of the space so the corporation could expand to accommodate strategic growth projected into 2025. A commercial contractor was named and The Gill Corporation would be the flagship tenant.



It was time to stop playing it safe and start looking forward; so, in 2014, Stephen Gill finally signed the papers to purchase the land at 4127 Temple City Blvd. in the Magellan Gateway Business Park. Upon completion, this would be the eighth building (B8) in our corporate headquarters complex.

On May 21, 2015 we joined in a group celebration for the groundbreaking ceremony for (B8) and, from that day on, it's been a race to the finish.







Public access to (B8) will be gained from Temple City Blvd. The Gill Corporation will dedicate driving access between the east walls of (B3) and (B4) and the southernmost driveway for the Magellan Gateway Business Park. Employee foot access is slated for the area between (B2) and (B3) and the southernmost driveway into the Magellan Gateway Business Park. Secondary road egress is planned for the area west of (B1). The Magellan Gateway Business Park is a LEED Sustainable Facility (Leadership in Energy and Environmental Design – certificate in process).





(B8) will offer 140,000 sq. ft. of new manufacturing space divided into three sections. Our Shipping Department will be relocated from (B4) into (B8) and occupy 40,000 sq. ft. with a dedicated loading dock area and two new drive-in ramps that will be directly north of (B3). All existing panel saws, storage racks and pallets, plus a new Holzna saw, will transition from (B4) on Easy Street into (B8) on Temple City Blvd.

Our Receiving Department will be relocated from (B6) to (B8) into a 40,000 sq. ft. area to accommodate warehousing, a new 40° to 0° refrigeration cooler/freezer and 5,000 – 15,000 sq. ft. of office space. Once (B6) Receiving has moved, we will have room for additional CNC, welding, forming and specialty machining equipment.

Our ever-expanding fabrication business will be relocated from (B7) into (B8) and occupy the remaining 60,000 sq. ft. in the new building. The Fabrication Department will house one new CNC machine and three existing CNC machines to accommodate our existing customers and our expanding fabrication business.





While we wait for Edison to turn on our power, there are still a million details to handle. We expect the dust to settle by September 2016 and we're counting down the days. As we complete our transitions from building to building, we'll be sharing more photos and news; so be sure to watch future issues of *The Doorway* and visit our website www.thegillcorp.com for product, sales, services and technical information.

To the outsider it might appear that our success came easy, but in the words of Steve Jobs, *"If you really look closely, most overnight successes took a long time."*





THE GILL CORPORATION

4056 Easy Street, El Monte, California 91731

phone: 626 443-4022 fax: 626 350-5880

email: info@thegillcorp.com



Alcore, Inc.
Lakeside Business Park,
1502 Quarry Drive
Edgewood, Maryland
21040 USA
phone: 410 676-7100
fax: 410 676-7050
email: sales@alcore.com
Alcore Overnight
Expedited Delivery
email: overnight@alcore.com
Alcore does not sell sandwich
panels. Contact The Gill
Corporation for these products.



Alcore Brigantine, Inc.
Route de l'Aviation
7, allée Etchecopar
64600 Anglet France
phone/téléphone:
+33 (0) 5 59 41 25 25
fax/télécopie:
+33 (0) 5 59 41 25 00
email: sales@alcorebrigantine.fr



The Gill Corporation Europe Ltd.
23 Enterprise Road,
Balloo Industrial Estate South
Bangor Co-Down
BT19 7TA, N. Ireland
phone: +44 (0) 2891 470073
fax: +44 (0) 2891 478247
email: sales@insoleq.co.uk



Castle Industries, Inc.
of California
601 South Dupont Avenue
Ontario, CA 91761-1502 USA
phone: 909 390-0899
fax: 909 390-0898
email: info@castleindustries.net

www.thegillcorp.com

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I guess you can call
The Gill Corporation's
71-year history a long
time, but ask anyone
here and they'll tell you:
we're just getting
started.

Trivia

The military salute is a motion that evolved from medieval times, when knights in armor raised their visors to reveal their identities.



- Glass takes one million years to decompose, which means it never wears out and can be recycled an infinite amount of times!
- Gold is the only metal that doesn't rust, even if it's buried in the ground for thousands of years.
- Your tongue is the only muscle in your body that is attached at only one end.
- If you stop getting thirsty, you need to drink more water. When a human body is dehydrated, its thirst mechanism shuts off.
- Kites were used in the American Civil War to deliver letters and newspapers.
- Peanut oil is used for cooking in submarines because it doesn't smoke unless it's heated above 450°F.
- Nine out of every 10 living things live in the ocean.
- The banana cannot reproduce itself. It can be propagated only by the hand of man.
- The tooth is the only part of the human body that cannot heal itself.
- Caffeine increases the power of aspirin and other painkillers, that is why it is found in some medicines.
- In ancient times strangers shook hands to show that they were unarmed.
- Avocados have the highest calories of any fruit at 167 calories per hundred grams.
- Due to Earth's gravity, it is impossible for mountains to be higher than 15,000 meters.

THE FUNNY SIDE

1. If a farmer has five haystacks in one field and four haystacks in the other field, how many haystacks would he have if he combined them all in another field?

Answer: One. If he combines all of his haystacks, they all become one big one.

2. There is a clerk at the butcher shop, he is five feet ten inches tall, and he wears size 13 sneakers. What does he weigh?

Answer: A butcher weighs meat.

3. How much dirt is there in a hole that measures two feet by three feet by four feet?

Answer: There is no dirt in a hole.

4. What word in the English language is always spelled incorrectly?

Answer: Incorrectly.

5. Billy was born on December 28th, yet his birthday is always in the summer. How is this possible?

Answer: Billy lives in the Southern Hemisphere.

6. In California, you cannot take a picture of a man with a wooden leg. Why not?

Answer: You can't take pictures with a wooden leg. You need a camera to take pictures.

7. If you were running a race, and you passed the person in second place, what place would you be in now?

Answer: You would be in second. (Well, you passed the person in second place, not first.)

8. Which is correct to say: "The yolk of the egg are white" or "The yolk of the egg is white"?

Answer: Neither, the yolk of the egg is yellow. (Duh)