

Gill Podiatry: Serving the Podiatry Profession Since 1932

By Nathan B. Taylor

“Hard work, good customer service, and treating customers the way we like to be treated is the key to our success,” says Ric Boggs, President of **Gill Podiatry**. “We are honest, reliable, and truly value our customers and keep their best interests in mind.” Many of Gill’s customer service representatives have developed such strong friendships and rapport with their customers that DPM’s and staff frequently ask for the representative by name when they have a question about a product or want to place an order.

Gill Podiatry Supply Company is an 87-year-old, third-generation family-owned business. They were founded in 1932 by George Gilhooley, and the original office was located in downtown Cleveland. Now Gill is housed in a modern 42,000-square-foot state-of-the-art energy-efficient building located in Strongsville, Ohio.

Gill Podiatry stocks more than 5,000 different products and has a 99 percent fill rate for all orders. Their purchasing department is constantly searching for and



courteous and helpful sales staff is trained to have a thorough knowledge of the products and promise to use that knowledge to the customer’s advantage.

Major equipment purchases can be a confusing and daunting task. The sales staff at Gill shares their knowledge and many years of experience with their customers to aid in the purchasing process. Gill Podiatry is large enough to carry multiple brands of autoclaves, digital imaging, treatment chairs, and x-ray machines. This aids in finding the best solution both functionally and economically for your practice.

Digital imaging has been a challenge for many doctors. Going from film to digital has many facets to consider. CR or DR, wired or wireless panels, retrofitting your existing x-ray or replacing it are just a few of the options. Gill Podiatry can help eliminate the confusion and tailor the best system for you. As quoted by Clifton G. Scaggs, DPM from Scarsdale, New York, “We are absolutely thrilled with our (digital imaging) system! With your guidance, we feel we made the best decision for our practice and our patients will benefit greatly!”

Gill is proud of its support and affiliation with all the podiatric schools in the United States and Canada, helping the students with everything from their lab scrub suits to their initial set of instruments. Gill strives to help podiatrists through every aspect of their careers, contacting them initially when they are students, following them through their residency years and then offering advice as they launch and expand their practices. Gill is active in industry organizations as well as a trade show regular, where often the smell of chocolate chip cookies baking in their booth not only gives away their location but also draws crowds.

Staying on top of the trends and advancements in the podiatry industry to support its customers will remain a priority for the employees at Gill. “We continue to monitor their needs and bring them new products to enhance their skills and patient care,” according to Ric Boggs. “WE ARE PODIATRY.” [Click here for more information.](#)



evaluating new products to enable podiatrists to enhance their practice and the care of their patients. Gill is the exclusive distributor of many products and sells private-labeled products at competitive pricing. They also work closely with manufacturers, consulting on the enhancement and improvement of their products.

Gill Podiatry offers same-day shipping on all orders called in, faxed in or placed online by 5pm Eastern Standard Time. Gill’s website (www.gillpodiatry.com) offers an online ordering system that is kept up to date with the entire product line featuring pictures of each item. Customers can shop from their past history and favorites as well as their saved cart. Gill’s catalog is known among their customers to be user-friendly and easy to read. A nine-point order verification process ensures the accuracy of all orders before they are shipped.

Gill’s sales staff boasts more than 200 years collectively of podiatry industry experience. In addition to a sales force on the street, the company has a large inside staff to handle the phone, fax and online sales. The