GOVERNMENT CONTRACTING

CAPABILITY STATEMENT

Company Overview

VALCO Sales is a veteran-led Service-Disabled Veteran-Owned Small Business specializing in federal product sourcing and supply requirements. Led by Daniel Archival, President, and William “Bill” Archival, Director of Operations, Valco supports VA Medical Centers and hospitals, FEMA, and other federal agencies through qualified manufacturers, authorized distributors, and established suppliers.

Our focus is responsive, solicitation-specific sourcing, specification verification, pricing and availability coordination, and dependable fulfillment for medical, safety, industrial, operational, IT, fleet, and equipment requirements.

Core Competencies

Medical, Healthcare & Safety Products

- PPE and disposable supplies
- Industrial and medical gloves
- Sanitation and operational safety products
- Medical and hospital equipment and supplies

Federal Operational & Facility Support

- Industrial and operational supplies
- Computers, IT equipment and software
- Facility support products
- General procurement and sourcing support

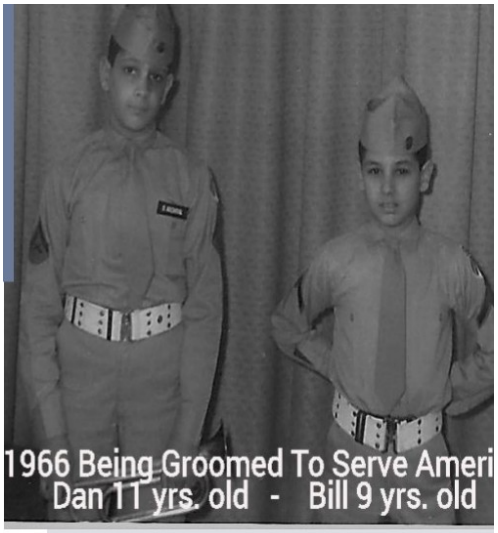
Emergency Preparedness

- Emergency preparedness supplies
- First aid and response support products
- Hygiene and sanitation supplies

Equipment & Fleet Sourcing

- Construction and heavy equipment
- Material-handling equipment and forklifts
- Fleet and vehicle equipment
- Solicitation-specific sourcing through qualified manufacturers, dealers, and suppliers

SDVOSB - Federal Procurement Product Sourcing & Mission-Critical Supplies



Company Name
Valco Sales
Website Name

UEI	CAGE CODE
UD5YQ3PRZ285	8Z2B5

Company Details

Company Name: Valco Sales & Marketing Consultants Corp.
DBA: America’s Choice
Website: www.ValcoSalesGov.com
Address: 200 E. Dania Beach Blvd, Dania Beach, Florida 33004
Email: B2G@ValcoSalesGov.com
Main Office & Receptionist: 305-679-6468

Core NAICS

423450: Medical, Dental & Hospital Equipment
423430: Computers, IT Equipment & Software
423810: Construction & Heavy Equipment
423830: Industrial & Material-Handling Equipment
423840: Industrial Supplies
423990: Safety & PPE Products
423110: Motor Vehicles & Fleet Equipment



Point Of Contact

Point of Contact

PRIMARY

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President / Owner
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SECONDARY

William “Bill” Archival
Director of Operations
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Differentiators

- Certified Service-Disabled Veteran-Owned Small Business (SDVOSB)
- 30+ years of combined leadership sales experience
- Responsive sourcing for VA Medical Centers and federal agencies
- Qualified manufacturer, distributor, and supplier relationships
- Direct, solution-oriented communication and accountability
- Broad sourcing across medical, industrial, safety, IT, fleet, and equipment requirements
- Veteran-led leadership grounded in service and trust

2020 COVID-19 Past Performance

Valco contributed to response efforts through FDA-registered product development and supply support, demonstrating responsive sourcing and execution under pressure.

4 FDA-Registered Items

Federal Procurement Focus

Valco’s primary focus is supporting U.S. Department of Veterans Affairs procurement, including VA Medical Centers and hospitals, while also supporting FEMA and other federal agencies with solicitation-specific product sourcing and dependable supplier coordination.