



Puritan Medical Products

Maine & Tennessee

CASE STUDY

Puritan Medical Products, a customer of **The Cook & Boardman Group's Exactitude branch** since 2017, was initially a small manufacturer of lab-grade testing swabs. However, with the onset of the COVID-19 pandemic in 2020, the U.S. government awarded Puritan a contract to rapidly scale up production. This required the transformation of two abandoned mills in Maine and one in Tennessee into high-speed manufacturing facilities, each with tight deadlines to meet government requirements, necessitating flawless coordination across various trades.

During this period, **Exactitude's Security Integration Department** was transformed into an **A3 Communications** branch office. The collaboration between the two Cook & Boardman divisions—**Exactitude and A3**—was vital in completing two new facilities in Pittsfield, ME, along with the fit-out of Puritan's flagship facility in Guilford, ME. Exactitude continued to serve as Puritan's trusted D8 supplier, while A3 Communications took on the role of design-build contractor for the electronic security systems at the Maine facilities.

Building on the success of the two Maine locations, A3 expanded its services to include structured cabling and audio/visual design and installation for the Tennessee facility. This facility, which is the largest

to date at over 420,000 square feet of office and warehouse space, marked a significant milestone in the partnership.



The Exactitude team for Tennessee secured additional work and reached out to the C&B Subsidiary MJW of Nashville to provide installation services. Meanwhile, the A3 team secured a \$679,000 Division 28 contract directly with the owner, primarily managed by A3's Nashville office.

In addition to the Division 28 work, A3 Communications designed and implemented an audio/visual system for the Tennessee facility, with the project led by the A3 office in Greenville, SC. Furthermore, A3 negotiated a labor contract with the general contractor and its Division 27 subsidiary, A/Z Corporation, to provide structured cabling services for the new facility.

The Security Package included the following systems and components:

- Cloud-based access control
- Video surveillance
- Complete interactive audio/visual system
- Structured cabling
- Professional installation (in collaboration with MJW - McCarthy Jones & Woodard, Nashville, TN)

The doors, frames, and hardware components consisted of:

- Hollow metal doors and frames
- Wood doors
- Hardware
- Interlock systems

In total, A3 Communications secured contracts valued at \$1.45 million for the Puritan Tennessee facility. The successful completion of the D8, D27, and D28 scopes required coordinated support from A3 and Cook & Boardman offices across three states and multiple physical branch locations.

This project exemplified the Total Opening Solutions approach in their collaboration.

