

# Global Leader in Medical Products Emerges from Central Maine Town

Puritan Medical Products Company, LLC is North America's largest manufacturer of single-use medical and diagnostics products specializing in specimen collection. Since its origin in 1919, Hardwood Products Company – now operating as two separate companies, Hardwood Products Company LLC/ Puritan Medical Products Company, LLC – continues to be the nation's principal manufacturer of a broad variety of tipped applicators, tongue depressors, and other non-medical disposable merchandise. Medical supplies are recognized under the Puritan brand name, while non-medical items, including ice cream sticks, corn dog sticks and other woodenware for the dairy, foodservice, and craft industries, are associated with the Hardwood side of the business.

Located in Guilford, Maine, with a warehouse in California, the company has 440 employees. During the 1940s, the company began producing wooden tongue depressors, and fiber tipped applicators (swabs) for the medical and surgical healthcare markets. In the late 1960s, Puritan was called upon by large diagnostic customers to manufacture specialty cotton-tipped applicators, used as specimen collection devices. Since then Puritan has concentrated on the point-of-care diagnostic market, and today manufactures more than 35 types of specimen collection devices and media-filled transport systems which are distributed and sold worldwide. Export markets for the company include Asia, Africa, Australia, Europe, the Middle East, and Latin America.

Heading north through Piscataquis County in the Moosehead Lake Region, if you ventured two blocks off of Main Street in the town of Guilford, you might be surprised to find a bustling manufacturing center with three buildings and more than 400 employees. On the left is Hardwood Products Company – the only manufacturer of wooden ice cream sticks left in North America – extending from a woodlot stacked high with white birch timber at the far end of the street to the sawmill and 57,000 square-foot manufacturing and

packaging plant. On the right, just past the corporate office building, sits a larger facility – built in the 1980s which recently expanded to 92,000 square-feet – that houses Puritan Medical Products Company, LLC. The recent expansion includes a new on-site microbiology lab, staffed full time with microbiologists and technologists. This means that all research and development, as well as product testing, approval, and release, take place within the production facility.

**Made in the USA since 1919.**

**Trusted Around The World**

**1919** Puritan Medical Products Company is founded in Guilford, Maine.

**1940s** Puritan begins producing wooden tongue depressors and fiber tipped applicators (swabs) for the medical and surgical healthcare markets.

**1960s** Puritan is called upon by large diagnostic customers to manufacture specialty cotton-tipped applicators, used as specimen collection devices.

**1978** FDA approval for Puritan's cotton-tipped applicators.

**1980s** Puritan expands its manufacturing facilities in Guilford, Maine.

**1989** Puritan Medical Products Company, LLC is formed.

**1992** Puritan Medical Products Company, LLC and Puritan Medical Products Company, LLC are formed.

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**2006** Puritan Medical Products Company, LLC and Puritan Medical Products Company, LLC are formed.

**2007 and beyond...**

**Puritan**

**A family company, one generation at a time.**

COURTESY OF PURITAN MEDICAL PRODUCTS COMPANY, LLC

“Across the street is where Puritan first started,” explains Timothy Templet, Executive VP of Global Sales for Puritan Medical Products Company, LLC. “Puritan’s identity in the medical field strengthened as we began making custom products for the critical environment/clean-room industries, which were foam tipped swabs on wooden applicator sticks.”

Both companies are extremely self sufficient, designing and building their own manufacturing equipment with a team of highly trained and talented engineers.

Puritan Medical Products Company, LLC serves a broad spectrum of industry areas including: healthcare, diagnostics, forensics, critical environments, pharmaceuticals, and food safety. The growing product lines include their patented flocked swabs used for rapid diagnostic testing as well as DNA-free swabs used to collect samples at crime scenes. Products are sold directly to OEMs (original equipment manufacturers) and



medical and laboratory distributors who sell direct to end-users. The company opened a Portland sales office in the fall of 2012 to support the increasing needs of their customers and growing marketing efforts.

“We are known for making high-quality products for people to collect specimens with a swab, whether it’s an environmental surface sample off a table or from someone’s nose to test for the flu,” Templet explained.



In January 2014, Puritan Medical Products Company, LLC was awarded two new Japanese patents for its high-performance flocked swabs. With previous device and method patents in the United States, Canada, Europe, and Australia, the company now has a total number of ten international patents with additional patents pending in China and Hong Kong.



**In 2013, Maine companies exported over \$102 million in life sciences products, including diagnostics, medical & lab equipment, and pharmaceuticals.**

According to Templet, the company's strongest international sales, volume wise, are from rapid diagnostic OEM kits used to collect viral or bacterial specimens, such as Streptococcus or Chlamydia.

"We ship containers of our product to one of our largest customers, part of the Alere group, in China," Templet explained. "The kits are packaged there and shipped all over the world."

Of the company's diagnostic market sales, 15% are international and growing at a rapid rate, Templet noted. Another product currently seeing strong international growth is their media transport systems for viral and bacterial specimen collection and transport. Regionally, the company is gaining momentum in Asia, where 8 representatives in the Taiwan sales office sell Puritan products into China, Japan, Thailand, and Singapore. In the next few years, he believes the best international opportunities for sales growth are in China, Japan, and South Africa.

In explaining his company's global niche, Templet said, "We manufacture products that no one else makes, use technology and innovative solutions that no one else has, and manage the entire flow of all our raw materials through the supply chain. This is a testament to an American company with high-quality products who continually works on expanding our position as a global leader in the markets we serve."



*At this family-owned business, third generation Timothy Templet, Executive VP of Global Sales, has been with Puritan Medical Products Company, LLC for 27 years, while his daughter Virginia Templet joined the company as Marketing Manager in 2012.*

