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## **Company of the Month: Kaydon Group of Companies is comprised of three divisions and has exceeded \$2 billion in contract experience**

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The Kaydon Group of Companies stands behind their mission: to be the leading provider of building technology services in the region. Recognition of excellence by the Boston Business Journal (BBJ), and INC., Magazine's Top 500, along with their long-standing membership in the NFPA, Associated Builders and Contractors, and the US Green Building Council underscore the Kaydon Group's dedication to the industry and trade. Florence Electric was recently awarded with the STEP Platinum Safety award in 2014 and the Step Gold Safety award in 2011 by the Associated Builders and Contractors of MA and the Gould Construction Institute. The STEP award recognizes the enormous efforts that companies carry out to provide employees with a safe and healthy work environment.

Recognized in 2014 by the BBJ as one of the Best Places to Work in Mass., Florence Electric, LLC is the first electrical contractor to be named with this distinction since the inception of the BBJ award 12 years ago. When asked what was responsible for the Companies' ongoing success, Eli Florence, CEO, said, "It's all about the people...people make us successful. Repeat clients, growth with new clients...they are the reason. Without talented people and our commitment to customers, to philanthropy, I really don't know how anyone could succeed."

Great companies are born from equally great passion and vision.

The Kaydon Group of Companies was founded in 2004 and employs in excess of 200 individuals. The group is comprised of three divisions including Florence Electric LLC, Canton, MA, Kaydon Integrated Technologies, Canton, MA, and Consolidated Electric LLC, Merrimack, NH. Individually, each division has its own extensive history bringing numerous years of know-how, technical expertise, and vision. Collectively, the Kaydon Group management team represents over 500 years' experience delivering comprehensive resources essential for designing and building technology infrastructure.

Florence Electric is one of the nation's fastest growing private companies, consistently achieving triple digit growth. The company has quickly grown into one of the region's top two merit contractors and also includes a best-in-class integrated technologies division. The company was recognized by INC., Magazine's Top 500 and the BBJ as one of the fastest growing privately owned companies. Florence Electric was also ranked in the BBJ as #95 in the top 100 list of the area's largest private companies reporting 2008 revenue of over \$40 million.

Eli Florence spoke of the management team that has been with him for many years as being the driving force behind the success of the Kaydon Group. "When building this company, we had an advantage because we had access to the best people in the industry. These individuals adhere to a superior work ethic and encourage their teams to provide customer satisfaction in all they do. This is our company culture here at the Kaydon Group," he said.

David Florence, co-owner and managing partner of the Kaydon Group, said, "Our team is steadfast, inventive, and inspired to deliver outstanding customer service and workmanship that is second to none. We work extremely hard to maintain good relationships with our customers and business partners in the spirit of providing incomparable services that address the changing conditions in the industry. This recognition highlights our commitment to be the best in the industry."

Best-in-class companies are responsible to their work ethic, their clients, employees, and the communities in which they thrive. The Kaydon Group at its core is mindful of local and state initiatives including charitable giving, military support, community and educational outreach.

Relationships Are Hard to  
Come By. Once We Start One,  
We Work Hard to Keep It.

The company's relationships are built around the cornerstones of their business - people and quality. They believe that success comes from doing things right the first time, on time, every time -to the client's complete satisfaction. The Kaydon Divisions approach their customers' needs by understanding the technologies and their applications, delivering exceptional service and following up to ensure that they have delivered complete satisfaction. David Florence said, "To make it simple, our goal is always to exceed our clients' expectations and we work every day to achieve that goal."

The Florence Electric and  
Consolidated Electric Advantage

Strong management is at the forefront of business. Together Florence Electric and Consolidated Electric have over \$2 billion in electrical contracting experience. Their field and office management consist of the most talented in the industry which include Joe Pereira, director of operations, and Elizabeth Mullaney, director of finance. The management teams bring over five centuries of experience installing, managing, and designing solutions. Their success is built on technical and business expertise. Additionally, management and crews are flexible enough to be highly responsive to clients' needs-wherever they are located. The companies travel nationwide and are licensed in 38 states.

Fundamentally, financial strength is solidified through long term banking and bonding relationships. The Kaydon Group has the support of some of the most substantial programs in the industry. The field staff is large enough and capable of handling any time table or any size project, yet focused enough to provide the highest level of quality. Their comprehensive training program prepares field associates to become the industry's elite. Apprenticeship school, hands on technical classes, code, and supervisory programs allow their team of field personnel to be the best in class.

Kaydon IT Proficiencies

Kaydon IT was created to provide world-class integration services for design, installation and support of LV systems, security, wireless LAN/WAN, and structured cabling systems. Kaydon IT is a carefully constructed mix of established individuals with 10 years to more than 25 years of leadership and experience in their respective markets. As a full-service technology services contractor, Kaydon IT is capable of handling the most sophisticated specialty systems, telecommunications and IT projects. Recently completed, Devens, the old Army base in Western MA, took on a different purpose with the completed construction of New England Studios.

Kaydon IT had the experience, horsepower and dedication to customer service to handle many other challenges with strong team work and efficiency. These included Jordan's Furniture, Coast Guard Hangar Facility, Babson, South Shore Center for Orthopedics, IBM, and BJ's Wholesale Club to name a few.

#### Coast Guard Hangar Facility on Cape Cod

The Cape Cod Coast Guard Hangar project consisted of the installation of a new site utility and communication infrastructure for the new 4-bay coast guard hangar facility.

Kaydon IT installed medium voltage cabling and transformers as well as new fiber optic cabling in preparation for the future hanger facility. Specifically, they installed copper, hybrid single mode, multimode fiber backbone to the existing USCG base infrastructure.

Since security was an important aspect at the facility, Kaydon IT installed a CCTV system with 31 cameras and two full time security guards monitoring stations including pan tilt zoom camera controls. An intrusion detection system was installed for sub zone control for classified areas. Also installed were life safety and public address systems in the new hangar tying it into the existing base system.

#### Forward-Thinking, New Ideas

David Florence said, "As we look forward to the future of our business, we must keep ahead of the economy with cost-effective solutions. We will be in-line with new technologies that enable us to continue delivering exceptional service and quality workmanship to new and existing clients. It is our passion and our vision. We do our utmost to deliver you exactly what you need. Under the direction of Robert DelGrosso, director of estimating and sales, we are a one-stop shop and we do our utmost to make things simpler for you."

The Kaydon Group is committed to community and state initiatives. Funded by federal stimulus money, this \$21 million contract represented the Commonwealth of MA largest award for solar installation in public facilities. In RI, one of the largest rooftop solar projects in N.E., included 8,500 panels on warehouse rooftops, covering the length of three football fields.

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