



TESTING AND ANALYTICAL LABRATORY

Acquisition Highlights

- Niche specialization in sugar testing
- Long-standing customer relationships
- Limited regional competition
- Clean balance sheet with no debt
- Asset-backed transaction with meaningful equipment value



Asking Price: \$375,000

Business Description

Established in 1947, with a long-standing reputation for accuracy, ethics, and strict confidentiality. The business specializes primarily in sugar testing and analytical services, serving a loyal client base that includes samplers, weighers, importers, exporters, refineries, and commodity service firms across domestic and international markets.

Approximately 85% of revenue is derived from sugar testing, with the balance generated from seawater analysis and specialized analytical services (GC-MS and HPLC outsourced through trusted partners). The Company benefits from multi-decade customer relationships, strong recurring demand driven by global sugar trade activity, and a defensible market position in a region with limited independent competitors.

The business operates with a lean, efficient structure and owns a well-maintained suite of specialized laboratory equipment (estimated resale value of \$65,000–\$75,000), all free and clear of debt. The opportunity is ideal for a strategic laboratory, commodity services firm, or technically capable buyer seeking to expand its analytical footprint or establish a trusted platform in the New York / New Jersey sugar and commodities market. The sale is driven by the Owner’s planned retirement, creating a compelling transition opportunity for continued growth and legacy preservation.

YEAR	UP TO Sept 2025	2024	2023	2022
Gross Revenue	\$ 157,558	\$ 185,784	\$ 213,973	\$ 228,156
Seller’s Discretionary Earnings (SDE)	\$ 66,407	\$ 151,145	\$ 184,116	\$ 200,130
Adjusted EBITDA	\$ 131,761	\$ 160,564	\$ 209,354	\$ 214,878

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