

## In this issue .....

Additional funding  
for light-sheet  
microscopy company

page 3

Xenocs buys SAXS  
competitor to become  
international player

page 5

Bruker expands  
portfolio with  
micro-ESR company

page 6

Altmann Analytik  
expands offering with  
two purchases

page 7

Smiths Group to sell  
Morpho's EDT business  
to secure transaction

page 9

M&A 2016: Top 25  
not dominated by  
diagnostics deals

page 10

US exports do  
not recover during  
calendar 2016

page 12

## KPM Analytics poised for further acquisitions

With three acquisitions over the last 18 months, **KPM Analytics Inc** (Boston, MA) – formerly Statera Analytics – has started to build a quality control business with a core interest in the markets for food & beverages, agriculture and environmental testing. However, the company has bigger ambitions, KPM's CEO, Chris McIntire, told *Instrument News*. "We are actively tracking more than 100 acquisition targets, so watch this space." KPM was looking for well-established companies, who were leaders in their specific niche and trusted by their customers. "The main focus is not necessarily the hardware or product – but the technology might be well tested and widely used – but the company's strong application knowledge in their market".

The instrument industry's fragmentation – caused by the complexity of measurement needs and the science and technologies to solve the challenges leading to many smaller, competent companies with application knowledge and hands-on experience – has drawn the attention of acquirers for years. Many larger firms "have – largely unsuccessfully – tried to consolidate, relocate and commoditise instrumentation firms", McIntire contended. "We try to grow these businesses 'in place' instead."

McIntire was previously president of the Analytics business of Xylem, a group of mainly electrochemical analysis companies that was combined as Nova Analytics over a 10-year period and sold to Xylem's predecessor ITT in 2010.

In June 2016, KPM combined **Chopin Technologies SA** (Villeneuve-la-Garenne; France), a developer of instruments and technologies for the quality control of cereals, flours and their by-products (especially dough texture), with its previous purchases, **Process Sensors Corp** (PSC), a specialist for in-line process

measurement of moisture in solids, and **Unity Scientific LLC**, a developer of near infrared (NIR) spectrometers, wet chemistry analysers and sample preparation technologies, purchased in summer 2015 (see *IN 7* (11) 8; online 29/10/15). Chopin is with approximately 100 employees and annual revenues of \$15-20 million, roughly the size of the other two businesses together.

Over the last 18 months, Unity Scientific's manufacturing and research operations have been integrated into the existing PSC facility in Milford, CT, which has been expanded and renovated. Furthermore, the company made additions to its leadership team, with Brian Davies taking the role of president of the combined businesses.

However, the combination of businesses into a coherent group is not the ultimate aim, according to McIntire. "My experience tells me that it is more importance to establish a strong management team – with existing managers and newly promoted or appointed leaders – and grow the business locally," he said. "KPM will provide a framework and will execute facility and resource sharing but the local team owns the responsibility for driving success. By communicating regularly and allowing the local team to have authority and responsibility, we get fantastic support and engagement."

"In addition, we have to find the companies that are right for our model and we have to come along at the right time, as well. For example, when a founder is retiring, a change in management is imminent or the company is looking for additional investment to grow beyond a specific market," he explained. Ultimately, McIntire sees a market distribution of 40/30/30 for US, Europe and Asia, respectively, as ideal, though this is still some time off. ■