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## KPM Analytics completes fourth acquisition with AMS Alliance buy

**AMS Alliance Group** (Guidonia, Italy), a developer of wet chemistry analysers for batch and continuous measurements of diagnostics, environmental and agriculture/food samples, has been acquired by **KPM Analytics Inc** (Milford, MA), a quality control business with a core interest in the markets for food & beverages, agriculture and environmental testing. KPM has been built over the last two years through three acquisitions (see *IN 7* (11) 8; online 29/10/15): Unity Scientific (near infrared (NIR) spectrometers); Process Sensors (NIR determination of moisture in solids); and CHOPIN Technologies (quality control instruments for cereals, flours and their by-products). Financial details have not been made public for either of the purchases, including the latest.

"With its key application focus of food and agriculture, AMS Alliance is a perfect fit with KPM's existing operating companies," Chris McIntire, CEO of KPM, told *Instrument News*. Its technology was characterised by the automation of wet chemistry analysis, combining sample handling, reagent systems and detection, he said. The majority of analyses are ultimately detected by spectrophotometry, with other detection methods, including electrochemistry, being available.

AMS Alliance in its current form was established in 2007, when clinical analyser specialist AMS srl (Guidonia, Italy) purchased Alliance Instruments, YDI Group Holdings and Ysebart to constitute AMS France (Frepillon, France). Two years ago, the company grew further with the additions of Biogamma Srl (Guidonia, Italy), a producer

of enzyme reagents for viniculture, and Envolve SAS (Montpellier, France), a manufacturer of kits for the determination of biochemical oxygen demand (BOD). Antonio Gagliarducci, with AMS Alliance for over 20 years, most recently as CEO, will continue to lead the business.

In 2008, AMS Alliance contemplated a merger with its operational partner **Westco Scientific Instrument Inc** (Brookfield, CT), a developer of sample preparation technologies and wet chemistry analysers, which had acquired Unity Scientific that same year. AMS Alliance and Westco stayed separate, but continued to collaborate. "Unity Scientific [having become the name of Westco]... has sold AMS Alliance analysers in the US for several years now, a strategic partnership that has proven to be a great success", McIntire explained. This is how KPM came to know AMS Alliance and its capabilities, before buying the Unity Scientific business in 2015.

While clinical and veterinary applications were new for KPM, "its operating companies [and] potential acquisitions ... will have growth opportunities in other niche applications. Fundamentally, the common thread throughout is applying application expertise to solve complicated customer problems", McIntire concluded.

With roughly 100 staff in the three manufacturing sites and its Chinese office near Shenzhen, and selling its technologies through distributors in 45 countries and via OEM agreements worldwide, AMS Alliance has estimated revenues of \$15-20 million. This adds to KPM's existing three businesses with an annual turnover of \$30-40 million. ■