



Business Buyer Directory is a leader in the referral of middle market businesses for sale. We specialize in helping private equity-owned portfolio companies identify add-on acquisitions.

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Established Toxicology Lab (MA)



Key Metrics

- 2023 Revenue: \$13.8M
- 2023 Cash Flow: \$2.6M

Business Highlights

- **Overview:** Company processes urine, blood and oral samples for customers throughout the US
- **Sticky customers:** Most customers are large treatment centers that require consistent drug screenings; long-term contracts in place with most customers
- **Infrastructure to scale:** Existing equipment can accommodate more volume and is also set up to handle additional testing functions outside of toxicology (e.g., food and hospital testing)
- **Established operating history and employee base:** Over fifty years in business, with staff of 100 employees

For further information, please contact Marty Brown mbrown@business-buyer-directory.com.

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