

# FOCUS Investment Banking Represents Microconsult Inc. in its Sale to Certified Laboratories

**FOCUS**  
Investment Banking



*This announcement appears  
as a matter of record only.*



**MICROCONSULT, INC.**  
www.microconsultinc.com

has been acquired by



The undersigned initiated this transaction,  
assisted in the negotiations, and acted as  
financial advisor to Microconsult, Inc.

**FOCUS**  
Investment Banking

Washington, DC, (June 4, 2021) – [FOCUS Investment Banking](#) (“FOCUS”), a national middle market investment banking firm providing merger, acquisition, divestiture, and corporate finance services, announced today that [Microconsult, Inc.](#), a Carrollton, Texas-based industry leader in cosmetic, supplement and personal care product testing, has been acquired by [Certified Laboratories](#), a Melville, New York-based operator of food, supplements, cosmetic, and personal care laboratories. FOCUS represented Microconsult in this transaction.

This is Certified Laboratories’ sixth acquisition as part of Certified Group since 2019. The acquisition of Microconsult enhances Certified Laboratories’ expansion of lab services into multiple industries and areas. It also expands the company’s footprint into the southern U.S. to go along with its current laboratories in California, Illinois, New York and Canada.

“Microconsult recently celebrated 35 great years providing microbiological and analytical chemistry testing for our customers. I cannot think of a better anniversary present than to join the Certified Group of laboratories,” said William L. Bryan, CEO of Microconsult. “We look forward to additional growth and pledge continued excellent service to our customers across the country.”

“I also wanted to express my appreciation for the professional work that FOCUS Investment Banking performed for my company over two-plus years,” Bryan added. “The number of hours, the total communication and rapid response time to questions regarding the buyout was phenomenal. I highly recommend FOCUS for any company that is preparing to sell a business.”

“This is an important milestone for Certified Laboratories, as it fits with our larger strategy to continue to expand the breadth of service and footprint for the Certified Group of companies,” said Steven Mitchell, CEO of Certified Group. “This expansion enables our continued efforts to grow our capabilities with our core market areas of supporting the food, supplements, cosmetics, and personal care industries with best-in-class service, quality, and testing. We welcome Microconsult, Inc. and their clients into the Certified Group family.”

“FOCUS is pleased to have played a role in bringing these two quality-focused organizations together,” said April Taylor, FOCUS Managing Director.

“This transaction is evidence of continued industry consolidation in the testing laboratory market,” added Doug Rodgers, FOCUS Chairman.

## About Microconsult, Inc.

[Microconsult, Inc.](#), established in 1986 and incorporated in 1994, is an independent microbiological, chemical and nutritional testing lab. Located in Carrollton, Texas, in the heart of the DFW Metroplex, the company services customers throughout the United States. The company operates a 17,000 square-foot scientific laboratory with state-of-the-art equipment dedicated to helping manufacturers meet their product quality standards.

## About Certified Laboratories

[Certified Laboratories](#) is a private, independent company comprised of four nationally recognized laboratories located in New York, Illinois, Southern California and Northern California. Each of these laboratories has developed its own area of expertise and is an acknowledged leader in the field of food analysis with a wide array of clients, from mom-and-pop startups to national well-known food companies to the FDA.

## About FOCUS Investment Banking

With more than three decades of experience, [FOCUS Investment Banking](#) is a trusted name in middle market M&A advisory services worldwide. Whether helping to sell, buy, or raise capital, FOCUS strives to maximize the value of every transaction for the benefit of its clients. Securities transactions conducted by FOCUS Securities LLC, an affiliated company, registered Broker Dealer member FINRA/SIPC. For more information, visit [www.focusbankers.com](http://www.focusbankers.com).

\*These testimonials may not be representative of the experience of all clients; testimonials are not a guarantee of future performance or success.



**April Taylor**  
Managing Director  
[April.Taylor@focusbankers.com](mailto:April.Taylor@focusbankers.com)  
Direct: 703-964-6670



**Douglas E. Rodgers**  
Chairman  
[Doug.Rodgers@focusbankers.com](mailto:Doug.Rodgers@focusbankers.com)  
Direct: 202-470-1961



**John W. Grady**  
Managing Director  
[John.Grady@focusbankers.com](mailto:John.Grady@focusbankers.com)  
Direct: 737-222-4122