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## Ascent Partners Market Watch

Reporting the market movements within the Australian and New Zealand printing industry.

### Market Movement

Date	Source	Company	Region	Type of Movement	Link
2.10.12	RR	Universal Business Forms	NSW	Winding up application	2.10.12
4.10.12	PPOL	Opus / McPhersons	VIC	Close Mulgrave print facility	<a href="#">McPherson's Printing Melbourne to close, factory jobs cut</a>
11.10.12	PPOL	All Can Print	VIC	Liquidation	<a href="#">Work-from-home broker collapses owing \$213,000</a>
12.10.12	PPOL	Fuji Xerox takes on Fujifilm's Purchase Salmat BPO	Aust	Purchase	<a href="#">Fuji Xerox takes charge of Salmat's BPO as \$375m sale completes</a>
8.10.12	PPOL	Geon	Aust /NZ	Marketing of debt	<a href="#">Geon's bankers pull out of print with \$400m debt sale</a>
17.10.12	P21OL	Amcor sells 3 Aperio plants to Integrated Packaging	Aust /NZ	Sale / Acquisition	<a href="#">Amcor offloads three Aperio sites for \$22 million</a>
18.10.12	PPOL	Print Approach buys Nicholson Printers QLD		Sale / Acquisition	<a href="#">Print Approach expands out of Brisbane with Sunshine Coast acquisition</a>
19.10.12	PPOL	TMA pull out of Bluestar bid	Aust / NZ	Withdrawal from purchase	<a href="#">TMA pulls out of Blue Star bid as former owners linked to takeover</a>
23.10.12	PPOL	Excell buys Bay Print	NSW	Sale / Acquisition	<a href="#">Excell buys liquidated firm for regional 'hub and spoke' model</a>
30.10.12	PPOL	Penguin and Random House	Aust	Proposed merger	<a href="#">Penguin, Random House merger could be worth \$20m to PMP, Opus</a>
31.10.12	P21OL	Amcor	NSW	Opens new plant	<a href="#">Amcor opens recycled paper mill at Botany</a>
31.10.12	RR	End Print Solutions	NSW	Wind up application	Tsubaki Australia (petitioning creditor)
<b>Suppliers</b>					
3.10.10	PPOL	EFI buys Online Print Solutions	Aust	Purchase	<a href="#">EFI buys Online Print Solution to broaden web-to-print reach</a>
5.10.12	DIOL	Ricoh buys IMC Communications	NSW	Purchase	<a href="#">Read more ...</a>

## Major Machinery - Installs and Sales

Date	Source	Customer	Region	Install (I)/ Sale (S)	Manufacturer	Type	Link / Page Number
2.10.12	IGOL	Computershare	QLD	I	Ricoh	InfoPrint 5000	<a href="#">Read more »</a>
9.10.12	IGOL	Media Point	VIC	I	HP	FB 700 digital flat bed	<a href="#">Read more »</a>
16.10.12	IGOL	Next print	NSW	I	Durst	Rho P10 250 inkjet printer	<a href="#">Read more »</a>
16.10.12	IGOL	Alphabet Publishing	QLD	I	Screen	Truepress Jet 520 inkjet press	<a href="#">Read more »</a>
Oct/Nov	DI	Bokay Group	WA	I	HP	Scitex FB 7600	P22
31.10.12	P21OL	Megacolour	NSW	I	Heidelberg	CD 102-6 (Mid 2012)	<a href="#">Megacolour's \$2 million mega explosion - Print21 Magazine Feature</a>
31.10.12	P21OL	Megacolour	NSW	I	Screen	PlateRite HD 8900 Imager (mid 2012)	<a href="#">Megacolour's \$2 million mega explosion - Print21 Magazine Feature</a>
31.10.12	PPOL	Retail Communications		I	FijiFilm	Inca Onset Si40 inkjet flatbed	<a href="#">POS printer hits 90% capacity, calls for Australia's first Fujifilm Inca Onset S40i</a>

## Source Legend

AP	Ascent Partners
APM	Aust Printer Magazine
IG	<a href="http://i-grafix.com">i-grafix.com</a>
PP	ProPrint Magazine
PPOL	Proprint OnLine
P21OL	Print 21 OnLine
NZP	New Zealand Printer
DI	Digital Image Magazine
DIOL	Digital Image OnLine
RR	Rodgers Reidy
GXOL	GX OnLine
GX	GX Report

## Ascent Partners Businesses for Sale

Description	Region	Type	Sell Price	Approx. Turnover	Contact	Status
Franchise (part of major chain)	Outer SE Melb	Franchise	\$350,000	\$600,000 +	<a href="mailto:richard@ascentpartners.com.au">richard@ascentpartners.com.au</a>	Available
Franchise (part of major chain)	Inner City Melb	Franchise	\$375,000	\$700,000 +	<a href="mailto:richard@ascentpartners.com.au">richard@ascentpartners.com.au</a>	Available
Commercial Printer	Southern seaboard	A1 offset	\$7,000,000	\$10,000,000	<a href="mailto:richard@ascentpartners.com.au">richard@ascentpartners.com.au</a>	Available
Commercial / Digital Printer	NSW	A2 offset / digital	\$2,775,000	\$5,000,000	<a href="mailto:richard@ascentpartners.com.au">richard@ascentpartners.com.au</a>	Available
Commercial Printer	East Coast Aust	East Coast Aust	\$3,500,000	\$5,000,000	<a href="mailto:richard@ascentpartners.com.au">richard@ascentpartners.com.au</a>	Available
Commercial Printer	SE QLD	A2 / A3 offset	POA	\$3,000,000	<a href="mailto:richard@ascentpartners.com.au">richard@ascentpartners.com.au</a>	Available
Commercial Printer	Southern seaboard	A1/ complete	\$3,000,000	\$9,000,000	<a href="mailto:richard@ascentpartners.com.au">richard@ascentpartners.com.au</a>	Available
Niche Manufacturer (print related)	VIC	Manufacturer		\$620,000	<a href="mailto:richard@ascentpartners.com.au">richard@ascentpartners.com.au</a>	SOLD-SEP 12
Commercial Printer	VIC	A2 / A3 offset	\$600,000 +	\$2,200,000	<a href="mailto:richard@ascentpartners.com.au">richard@ascentpartners.com.au</a>	SOLD-JUN 12
Commercial Printer	VIC	A2 / A3 offset		\$1,000,000	<a href="mailto:richard@ascentpartners.com.au">richard@ascentpartners.com.au</a>	SOLD-MAY 12
Kwik Kopy	QLD	Franchise		\$700,000	<a href="mailto:richard@ascentpartners.com.au">richard@ascentpartners.com.au</a>	SOLD-APR 12
Commercial Printer	NSW	A2 / A3 Offset		\$2,000,000	<a href="mailto:richard@ascentpartners.com.au">richard@ascentpartners.com.au</a>	SOLD- DEC 11
Commercial Printer	VIC	A2 / A3 offset		\$3,000,000	<a href="mailto:richard@ascentpartners.com.au">richard@ascentpartners.com.au</a>	SOLD-NOV 11
Commercial Printer	VIC	A3 / A3 digital		\$3,000,000	<a href="mailto:richard@ascentpartners.com.au">richard@ascentpartners.com.au</a>	SOLD-NOV 11
Commercial Printer	VIC	A2 / A3 offset		\$1,600,000	<a href="mailto:richard@ascentpartners.com.au">richard@ascentpartners.com.au</a>	SOLD-OCT 11
Commercial Printer	VIC	A2 / A3 offset		\$375,000	<a href="mailto:richard@ascentpartners.com.au">richard@ascentpartners.com.au</a>	SOLD-SEP 11

## Businesses Wanted

Description	Region	Type	Sell Price	Turnover	Contact
Print related business / client lists - Aust	All	With our recent business sales successes we need more stock. We have genuine buyers looking for a wide range of print related businesses	All	All	<a href="mailto:richard@ascentpartners.com.au">richard@ascentpartners.com.au</a>

### Ascent Partners provides:

- Business Appraisals and Reviews
- Business Sales
- Sale of Goodwill / Customer Lists

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