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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
Printers					
1.12.11	AP	Speciality Press sell to locals from within the trade	NSW	Sale	
Dec	PP	TAFE NSW engages HP Print Services	NSW	Manage print internally	P12
Dec	NZP	Tuscany Enterprises acquires remaining Aarque shares	NZ	Sale of remaining shares	P4
Suppliers					
9.12.11	DIOL	HP buys Hiflex	Global	Sale / Purchase	HP buys Hiflex
9.12.11	DIOL	EFI buys Alphagraph	Global	Sale / Purchase	EFI acquires Alphagraph
9.12.11	DIOL	Adobe to purchase Efficient Frontier	Global	Sale / Purchase	Adobe to purchase Efficient Frontier

Major Machinery - Installs and Sales

Date	Source	Customer	Region	Install (I)/ Sale (S)	Manufacturer	Type	Link / Page Number
1.12.11	AP	Platypus Graphics	QLD	I	Autobond	76 Celloglazer with slitter and auto delivery	www.platypusgraphics.com
2.12.11	PPOL	Armadale Council	WA	I	Ricoh	Pro C900 + finishing	Armadale council brings work in-house with Ricoh
9.12.11	DIOL	Digimen Townsville	QLD	I	HP	Scitex FB500 UV Flatbed Printer	HP Scitex FB500 goes to Digimen Townsville
13.12.11	P21OL	Queensland customer	QLD	S	Screen	Truepress Jet 520	Screen ends 2011 on a high note
13.12.11	P21OL	Mega Colour	NSW	S	Screen	PlateRite 8900 CtP	
Dec / Jan DI		Brisbane City Council	QLD	I	Oce	Colourwave 600 Wide Format	P34
20.12.11	P21OL	McPhersons	VIC	I - Jan 12	HP	T400 Colour inkjet Web	HP T400 in town at McPherson's
Dec	PP	Bambra	VIC	I	Heidelberg	XL 75-12 colour offset	P7
Dec	PP	Slimbox	NSW	I	Oce	Arizona 360XT Wide Format	P11
Dec	PP	Kirk	??	S	Kodak	Flexcel NX wide flexo	P12
Dec	PP	KK Chatswood	NSW	I	Canon	C7000VP	P61
Dec	NZP	ABC Photosigns	AKL	I	Morgana	Digifold Pro	P15
Dec	NZP	McHargs	CHC	I	Horizon	BQ470 PUR+EVA perfect binder	P26
					Horizon	SPF 200A	P26
Dec	NZP	Kalamazoo	AKL	I	Ryobi	920-10 colour offset	P30 - note we previously reported in Nov as 2 x Ryobi presses, now 3
			CHC	S	Ryobi	920-5 colour with coater	
			CHC	S	Ryobi	750-5 colour with coater	
Dec	NZP	Benefitz	AKL	I	Tekcel	Wide format router	P36
Dec	NZP	Unitec	NZ	I	Konica Minolta and Oce	Suppliers of a new range of digital printers	P41

Source Legend

AP	Ascent Partners
APM	Aust Printer Magazine
APOL	Aust Printer On Line
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
Commercial Printer	VIC	A2 / A3 offset	\$595,000	\$1,000,000	richard@ascentpartners.com.au	Available
Wide Format	NSW	Wide format	\$2,295,000	\$5,300,000	richard@ascentpartners.com.au	Available
Commercial Printer	East Coast Aust	East Coast Aust	\$3,500,000	\$5,000,000	richard@ascentpartners.com.au	Available
Commercial Printer	SE QLD	A2 / A3 offset	\$1,800,000	\$3,000,000	richard@ascentpartners.com.au	Available
Commercial Printer	Southern seaboard	A1/ complete	\$3,000,000	\$9,000,000	richard@ascentpartners.com.au	Available
Worldwide Franchise	QLD	Franchise	Under \$200,000	TBA	richard@ascentpartners.com.au	Available
Commercial Printer	VIC	A2 / A3 offset	\$600,000 plus	\$2,200,000	richard@ascentpartners.com.au	Available
Kwik Kopy Townsville	QLD	Franchise		\$700,000	richard@ascentpartners.com.au	UNDER OFFER
Commercial Printer	NSW	A2 / A3 Offset		\$2,000,000	richard@ascentpartners.com.au	SOLD DEC 11
Commercial Printer	VIC	A2 / A3 offset		\$3,000,000	richard@ascentpartners.com.au	SOLD NOV11
Commercial Printer	VIC	A3 / A3 digital		\$3,000,000	richard@ascentpartners.com.au	SOLD NOV11
Commercial Printer	VIC	A2 / A3 offset		\$1,600,000	richard@ascentpartners.com.au	SOLD OCT11
Commercial Printer	VIC	A2 / A3 offset		\$375,000	richard@ascentpartners.com.au	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 businesses.	All	All	richard@ascentpartners.com.au

Ascent Partners services the Australian Printing Industry by providing:

- Business Appraisals
- Business Sales - acting on behalf of the vendor
- Consulting Services

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