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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
<b>Printers</b>					
1.7.11	PPOL	Australian Envelopes	VIC	Liquidation	<a href="#">Mailing in chaos as Australia's biggest envelope maker calls in administrators</a>
4.7.11	RR	Australian Envelopes Holdings Pty	VIC	Voluntary Liquidation	PPB Advisory
5.7.11	P21OL	Scribo (PMP's book distribution business)	Aust	Closure of business	<a href="#">Final chapter for book distributor Scribo</a>
5.7.11	P21OL	iPrint to cease trading as a separate entity	Vic	Cease trading	<a href="#">Wellcom takes iPrint under its wing as Australia Post walks</a>
6.7.11	PPOL	The Scribo Group (part of PMP's book distribution business)	Aust	Closure of business	<a href="#">50 job cuts at PMP as it closes Scribo book business</a>
7.7.11	RR	Printpack Pty Ltd	NSW	Voluntary administration	Geoffrey Hancock & Michael Hird of BDO were appointed 4.7.11
6.7.11	P21OL	Press Print	Vic	Move	<a href="#">Melbourne Move One: Currie transforms power surge for new PressPrint premises</a>
6.7.11	P21OL	Igroup	VIC	Move	<a href="#">Melbourne Move Two: Too much history spurs iGroup move</a>
7.7.11	PPOL	PMA Solutions / Trio Group	Aust / NZ	Merger	<a href="#">Print manager PMA Solutions crosses Tasman on expansion trail</a>
July	PP	APN	QLD	Expansion of site	P9 - "APN creates 25 jobs and expands sheetfed site"
12.7.11	P21OL	Geon	NSW	Consolidate manufacturing	<a href="#">GEON moves to single-site print operation in Sydney</a>
14.7.11	P21OL	Blue Star	Aust / NZ	Call for Bondholder concession	<a href="#">Blue Star extra \$25m depends on bondholder August vote</a>
18.7.11	RR	Connect print and publishing	VIC	Creditor's meeting	JP Downey - 25.7.11
21.7.11	PPOL	Australian Paper / Australian Envelopes	Aust	Take over of assets	<a href="#">Australian Paper to take over Australian Envelopes assets</a>
27.7.11	P21OL	Discus Digital Print	WA	New digital print centre	<a href="#">New joint venture digital printer in WA</a>
2.8.11	P21OL	The Bright Print Group / Newcastle Camera Print (NCP)	NSW	Acquisition	<a href="#">Bright future for NCP Printing</a>
4.8.11	PPOL	Supreme Printing	WA	Receivership	<a href="#">Bank puts WA's Supreme Printing into receivership</a>
5.8.11	DIOL	Blue Print Imaging buys HGV	NZ	Acquisition	<a href="#">HVG in NZ sells to Blue Print Imaging</a>
9.8.11	P21OL	Embassy Press	VIC	Liquidation	<a href="#">Stouh over Embassy going bust</a>
9.8.11	P21OL	IPMG - Move from Alexandria to Warwick Farm	NSW	Move to new site	<a href="#">IPMG to close Alexandria - move to Warwick Farm</a>
10.8.11	PPOL	Blue Star	Aust / NZ	Stave off possible receivership	<a href="#">Blue Star bondholders approve deal</a>
12.8.11	PPOL	Colorpak	VIC	Consolidation of manufacturing plants	<a href="#">33 jobs to go as Colorpak restructures Melbourne operations</a>
19.8.11	AP	Colourprint / Minuteman Lonsdale Street	VIC	Acquisition	Minuteman Little Lonsdale Street purchases Colourprint

## Market Movement

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19.8.11	Grays	Norman McGriggor Printing	NSW	Liquidation	
19.8.11	AP	Echo Press / Brougham Press	VIC	Acquisition	Brougham purchases Echo Press
17.8.11	P21OL	Dynamic Print	WA	Fire	<a href="#">WA print fire no joke for owner</a>
23.8.11	Grays	Form Print	NSW	Liquidation	
23.8.11	IGOL	Locographics sale to Ausmag Media	NSW	Acquisition	<a href="#">Ausmag expands print capabilities with Locographics acquisition</a>
23.8.11	P21OL	TMF Services	QLD	New manufacturing site	<a href="#">Ex envelope staff take window of opportunity</a>
Aug	AP	Hosking Envelopes opens new warehouse / envelope printing service	VIC	New manufacturing site	P50
24.8.11	PPOL	JT Press	QLD	Liquidation	<a href="#">Qld printer to change hands but suppliers face \$2.1m hit from administration</a>
29.8.11	Worldwide notice	WorldWide's South Caulfield and Mt Waverley stores	VIC	Merge	-
22.9.11	RR	Printer's Korner	NSW	Creditor's meeting for Voluntary Liquidation	
23.9.11	RR	Peninsula Colour Graphics	QLD	Notice of Winding up application	Creditor - Paperlinx
23.9.11	RR	The Print House Port McQuarie	NSW	Voluntary Administration	
21.9.11	Dominions	Superfine Printing	NSW	Cancelled Auction	Dominions
Sept	Grays	Supreme Printing	WA	Auction	Grays
Sept	Grays	Embassy Press	VIC	Auction	Grays
<b>Suppliers</b>					
4.8.11	PPOL	EFI buys Prism	Aust	Acquisition	<a href="#">EFI grabs massive share of Australian MIS market with Prism buyout</a>
16.8.11	IGOL	Platinum Equity / Quark	Global	Acquisition	<a href="#">Platinum Equity buys software giant Quark</a>
Aug	AP	Heidelberg buys CSAT	Global	Acquisition	P6
23.8.11	PPOL	Wifag buys Solna	Global	Acquisition	<a href="#">Wifag completes Solna acquisition</a>
29.8.11	IGOL	Supply 1	Aust	Cease trading	<a href="#">Supply One closes doors after 28 years</a>
30.8.11	PPOL	Spandex purchased by Private equity firm, Glide Buy out partners	Global	Acquisition	<a href="#">Wide-format supplier Spandex bought from parent Gerber by private equity</a>
31.8.11	PPOL	Bermuda	QLD	New distribution centre	<a href="#">Bermuda branches out with new Brisbane distribution centre</a>
Aug/Sep	DI	Australian Graphic Supplies	NSW	Opening of a new centre	P5 - "AGS expands into NSW"

## Major Machinery - Installs and Sales

Date	Source	Customer	Region	Install (I)/ Sale (S)	Manufacturer	Type	Link / Page Number
July	PP	Press Print Solutions	Vic	I	Watkiss	DFS boolet machine	P6
July	PP	Numerous customers	Aust	I/S	Polar	Guillotines	P13 - Over 30 cutters invoiced in last 6 months
July	PP	Numerous customers	Vic	S	Konica Minolta	Digital Machines	P13 -in May Heidelberg sold 5 engines into Sydney
June	P21	CMYK Hub	QLD	S	Stahl	Ti 52 Folder	P11
June	P21	ABC Photosigns	Vic / NZ	S	Canon	2 x imagePress C701VP	P11
June	P21	Unknown	Aust	S	Roland DG	8 x Versa wide format	P11
June	P21	Unknown	Aust	S	Roland DG	LEJ 640 Hybrid UV inkjet	P11
June	P21	Unknown	Aust	S	EFI	Vutek QS 2000	P11
June	P21	Scribal Group	NSW	S	EFI	Rastek H652	P11
June	P21	Dragon Printing	??	S	Memjet	Speedstar label printer	P11
June	P21	Excel Digital	NZ	S	Polar	80SE	P11
June	P21	Numerous customers	??	S	Duplo	4 x digital booklet makers	P11
June	P21	Print Rite	NSW	S	Memjet	Speedstar label printer	P41
8.7.11	DIOL	Digi we doo	SA	S	HP	Indigo 7500	<a href="#">Tie me Indigo down sport - Digi-we-doo buys HP Indigo 7500</a>
8.7.11	PPOL	CJ King	WA	S	Heidelberg	SM 74-8 -P	<a href="#">CJ King buys Heidelberg perfecter as ganged jobs grow</a>
20.7.11	P21OL	Maroondah Printing	VIC	I	Horizon	Collate, stitch and trim	<a href="#">Maroondah Printing sees new Horizon on the line</a>
19.7.11	IGOL	St. Lawrence College	QLD	S	Oce	Mangage print facility	<a href="#">St Lawrence's college contracts Océ for print requirements</a>
20.7.11	PPOL	Metro Press	WA	I	Screen	Platwrite 4300E CTP	<a href="#">Metro Press overhauls its pre-press department with Fujifilm</a>
20.7.11	PPOL	Publications Perspective	VIC	I	Presstek	34 DI press (Used)	<a href="#">Melbourne printer credits Presstek DI press with turning business around</a>
26.7.11	IGOL	Trannys	NSW	I	Oce	Arizona 550 GT UV	<a href="#">Trannys installs Arizona to counter growth in flatsheet work</a>
27.7.11	P21OL	Discus	WA	I	HP	Indigo 5000	<a href="#">New joint venture digital printer in WA</a>
27.7.11	P21OL	Catus Imaging	NSW	I	Scitex	XP 5300	<a href="#">OPUS opens up wide format vision on both sides of the Tasman</a>
27.7.11	P21OL	Omnigraphics	AKI	I	Scitex	XP 2300	
Aug	PP	Kwik Kopy Norwood	SA	I	Morgana	Documaster and DigiFold Pro	P59
11.8.11	PPOL	MailEzy	QLD	I	Memjet	Envelope printer	<a href="#">MailEzy buys first Memjet envelope printer</a>
12.8.11	PPOL	Worldwide - Market Street	QLD	I	Xerox	800	<a href="#">Worldwide Online store boosts production with Fuji Xerox Color 800</a>
17.8.11	GXOL	Franklin Web	VIC	I	MAN	Lithoman 80 page web	<a href="#">Franklin's 80-page racer</a>
Aug	GX	IPMG	NSW	S	MAN	Lithoman 96 page web (twin 48pp)	P36

## Major Machinery - Installs and Sales

Date	Source	Customer	Region	Install (I)/ Sale (S)	Manufacturer	Type	Link / Page Number
19.8.11	DIOL	Various	Aust	S	Xerox	60 x 800/1000 Digital image presses sold in 12 months	<a href="#">Perth's Scott Print wins Fuji Xerox digital self-promo gong</a>
23.8.11	IGOL	AuzPrint	QLD	I	Canon	C6000	<a href="#">AuzPrint goes digital with Canon C6000</a>
23.8.11	PPOL	McPhersons	VIC	S	HP	T400 high speed inkjet	<a href="#">McPherson's reveals inkjet future as full-year profits shrink</a>
23.8.11	P21OL	Pageset	VIC	I	Oce	Arizona 550 GT and Pro Cut	<a href="#">PageSet and Océ match</a>
Aug	AP	Hosking Envelopes	Aust	S	Halmes	4 x remanufactured envelope printers	P50
30.8.11	IGOL	PMG	NSW	S	HP	Ingio 7500	<a href="#">PMG fires up third Indigo digital press</a>
31.8.11	P21OL	2 x Customers	Aust	S	Xerox	2 x Nuvera 200 EA Perfectors	<a href="#">Fuji Xerox feeding and finishing solution</a>
Aug	NZP	Print Counsel	AKL	I	KBA	Genius 52 UV	P12 - "Jet inspires Genius at Print Counsel"
2.9.11	DIOL	Briter	VIC	I	Oce	Arizona 360GT Flatbed	<a href="#">First Arizona 360 GT in Oz goes to Briter</a>
2.9.11	DIOL	Sabre Signs	Cch	I	HP	Scitex FB 700 / Designjet L25500	<a href="#">Christchurch Sabre Signs comes back from quake</a>
Aug	P21	Griffin Press	SA	I	Muller Martini	SigmaLine	P 44, In line perfect binder to a HP T 350 Inkjet digital press
Aug	P21	M&N Graphics	NSW	I	MBO	T535.4.4.F folder	P46
Aug	P21	A Better Way to Print	QLD	I	Duplo	DC 645 Card Cutter	P46
Sep	PP	Xtreem	VIC	I	Xerox	I Gen 4 EXP	P26
Sep	PP	Who Printing	NSW	I	Horizon	BQ 470	P65 - Currie have installed 5 in 2011
13.9.11	IGOL	Eastern Press	VIC	S	Heidelberg	XL 75 - 5 +L	<a href="#">Eastern to install new Speedmaster XL75</a>
20.9.11	IGOL	Image Source	WA	I	HP	DJ L65500 Latex wide format	<a href="#">Perth printer gets green light from HP latex</a>
21.9.11	PPOL	On Demand	VIC	I	Oce	Colourstream 3500	<a href="#">On Demand goes inkjet with Australia's first Océ ColorStream</a>
23.9.11	P21OL	SEMA		S	Xerox	iPrint 75 x 2	<a href="#">SEMA picks Impika as core of \$10m high-speed inkjet project</a>

### Source Legend

AP	Aust Printer Magazine
IGOL	Igrafix OnLine
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	<a href="mailto:richard@ascentpartners.com.au">richard@ascentpartners.com.au</a>	Available
Commercial Printer	VIC	A2 / A3 offset	\$1,250,000	\$3,000,000	<a href="mailto:richard@ascentpartners.com.au">richard@ascentpartners.com.au</a>	SOLD - Oct
Kwik Kopy Townsville	QLD	Franchise	\$400,000	\$700,000	<a href="mailto:richard@ascentpartners.com.au">richard@ascentpartners.com.au</a>	UNDER OFFER
Commercial Printer	VIC	A2 / A3 offset	\$135,000	\$375,000	<a href="mailto:richard@ascentpartners.com.au">richard@ascentpartners.com.au</a>	SOLD - Sept
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	\$1,800,000	\$3,000,000	<a href="mailto:richard@ascentpartners.com.au">richard@ascentpartners.com.au</a>	Available
Commercial Printer	VIC	A2 / A3 offset	\$300,000	\$1,600,000	<a href="mailto:richard@ascentpartners.com.au">richard@ascentpartners.com.au</a>	SOLD - Oct
Commercial Printer	VIC	A2 / A3 offset	\$725,000	\$2,400,000	<a href="mailto:richard@ascentpartners.com.au">richard@ascentpartners.com.au</a>	Available
Commercial Printer	VIC	A3 / A3 digital	\$1,950,000	\$3,000,000	<a href="mailto:richard@ascentpartners.com.au">richard@ascentpartners.com.au</a>	TBA
Wide Format	NSW	Wide format	\$2,295,000	\$5,300,000	<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>	TBA
Worldwide Franchise	QLD	Franchise	\$195,000	TBA	<a href="mailto:richard@ascentpartners.com.au">richard@ascentpartners.com.au</a>	Available

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- Business Sales
- Sale of Goodwill / Customer List

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