

## Subject: F.M. Insulation News - Sept 2010

You're receiving this email because you have done business with F.M. Insulation or have previously requested information about our products.

You may [unsubscribe](#) if you no longer wish to receive our emails.



### In This Issue

[AIRAH Seminar](#)

[Our Tenth Year](#)

[Application Notes](#)

[Datasheet Updates](#)

### Quick Links

[Product Listing](#)

[Data Sheets](#)

[About Us](#)

[Website](#)

### Our Product List



We work hard to bring you Australia's most complete range of Insulation Materials and Accessories.

[Download](#) our current stocklisting.

### F.M. Insulation Supplies

A division of Flavell Management & Industrial Services Pty Ltd  
ABN 90067 287 307

10 Bromley Road,  
Emy Plains, NSW, 2750

[www.fminsulation.com.au](http://www.fminsulation.com.au)

Phone

(02) 4735 5699

## FM Insulation News

September 2010

Dear Customer,

In our June newsletter, we commented on how we did not expect Glasswool Batts to figure very highly in our 2010 - 2011 financial year.

We can confirm that after the "sale to end all sales" (actually we put a sign out the front announcing FREE INSULATION), all remaining 1,500 or so packs disappeared in two days. We are now batt free. The warehouse that we had nicknamed "the Batt Cave" is now full of foil faced polyethylene pipe insulation, and our storeman Justin is no longer referred to as "Batman".

As I have said in a previous newsletter, whilst we didn't make much money, if any, from our foray into the domestic insulation industry, we did get to meet plenty of new and interesting customers. In future we are going to stick with what we know & what we are good at: the supply of industrial & commercial grade insulation materials & accessories.

### AIRAH seminar North Sydney - 16th September 2010



Karl, Brendan & myself attended a seminar hosted by AIRAH to discuss the insulation requirements for pipe & plant under the provisions of the Building Code of Australia 2010.

Other attendees from the insulation industry included Venkat Krishnan of Croydon, Sal Oddo of Demanet, Ted Harrison of GnT, and Ian Doran of CSR Bradford. Presentations were made by Steve Franetic of Fletchers, Mark Wilding of CSR Bradford and Gary McFarlane of CMG.

I think the most startling view that I took away from the meeting was that most consulting engineers and specifiers have a very limited knowledge of insulation in general, and insulation materials in particular. Also apparent was the fact that increased insulation thicknesses, a good thing for the

Fax  
(02) 4735 5799



industry overall, can result in major problems on site, particularly when pipes that are to be insulated are installed too close to each other, or too close to the underside of the slab/wall to allow installation of the required insulation thickness.

It is obvious that the industry needs to educate consulting engineers, architects, mechanical services contractors and equipment suppliers that the new insulation requirements of the BCA require revised thinking & consideration on their behalf too. Perhaps TICA should consider spearheading this enlightenment.

## Our Tenth Year

FM Insulation is now in its tenth year of operation, having started on 1/4/2001. The religious amongst us will recognise the date as All Fools Day. Not, I guess, an omen for success. However, other than a couple of small hiccups (see glasswool batts above), it has been a very enjoyable and successful journey.

What was intended to be a semi-retirement job for me, after 20 years in industrial insulation contracting, has turned into regular 50 - 55 hour weeks. Our original warehouse space of 650M2 has turned into a 5 warehouse complex of approx 3,000M2. Our staff of a storeman & myself plus Lynda part-time has turned into 4 full-time staff, a casual assistant storeman, and 3 part-time administration staff.



We started with 2 utes and trailer for deliveries (I never did master reversing that bloody trailer) and now have an Iveco Eurocargo, the largest single axle truck available, an Iveco Daily van, the largest van available, two smaller vans, and a 1 tonne ute.

We originally had 200 lines in our stock list, this has grown to over 500 stock lines today. We have completed over 14,600 sales contracts to customers throughout Australia, New Zealand, Singapore, Indonesia, Malaysia and the Middle East. In April 2001 we completed 57 sales contracts, this has now risen to over 200 contracts per month.

In reviewing our sales records over the years, the most personally satisfying aspect is to see how many of our original customers are still with us. Whilst it is always nice to gain new customers, the fact that we have retained so many customers for the life of our business, brings the most pride.

We thank all of our customers for their support since 2001 and look forward to continuing to service your requirements in the coming years.

## Application Notes

We have in earlier newsletters highlighted problems with off-gassing from glasswool & rockwool during initial heat-up of plant and have also given a layman's report on the Factory Mutual insulation test & approval. If you missed these & require copies please do not hesitate to contact our office.

## Datasheet Updates

There is now a Mastics and Sealants section in the [datasheet area](#) of our website.

We regularly review our information and ways to make it easy to find and use. Your suggestions are always welcome at [info@fminsulation.com.au](mailto:info@fminsulation.com.au)

As always, please let us know your requirements. We're only a phone call away.

**Sincerely,**

Mike Flavell  
F.M. Insulation Supplies

**Please forward this email to appropriate person in your organisation**

✉ **SafeUnsubscribe®**

This email was sent to [mcoomans@activeweb.com.au](mailto:mcoomans@activeweb.com.au) by

[admin@fminsulation.com.au](mailto:admin@fminsulation.com.au).

[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

Email Marketing by



F.M. Insulation | 10 Bromley Road | Emu Plains | NSW | 2750 | Australia