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## 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

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# FM Insulation News

March 2014

## Greetings!

This will come as a big surprise to most of our readers...we are a month early with this newsletter! In this issue, we have a feature on Glovebags and news about our road show as well as an opportunity to score some bargains from our **Bargain Bin**.

## Perspective

The market so far this year remains as depressed as the last six months of last year, although our customers are optimistic that better days are coming soon. Let's hope that they come sooner rather than later.

Unfortunately, the relatively low level of the Australian dollar against the US dollar has resulted in a review of our prices for a range of products. Hopefully the dollar has settled around the US\$0.90 and will remain at this level for some time. To offset these increases, we're pleased to have negotiated better pricing in some categories such as Glovebags and Fosters mastics, sealants and adhesives.

Our new price lists should be with all customers by now and is effective from 1st March 2014. If you have not received your new price list, please contact Karl and he will e-mail you a copy.

## The Bargain Bin



Our bargain bin contains a number of items that we are currently overstocked with, or that have been slow moving over the past 12 months, or that we no longer wish to stock. Here is an opportunity to save some money - enjoy the deep discounts!

[Download the Bargain Bin Listing](#)

## Product Focus - Glovebags

### History



Our association with Glovebags goes back to my days with Bells Thermalag. When Glovebags were first developed, Bells used to manufacture them in Australia. The manufacturing process was extremely labour intensive and within a very few years we had signed an agreement with Grayling of Georgia USA to distribute their Avail range of bags. A year or so ago we added the Avail De-contamination units to our stock at F.M. Insulation. Glovebags were initially designed for use in the asbestos removal industry where they allowed the

removal of asbestos insulation from pipes & equipment without the need for the close down & major isolation of work areas.

### Usage

With the increased concerns around MMMF (Man Made Mineral Fibre) in work areas, the use of Glovebags provides a cheap and effective method to remove fibreglass & rockwool insulation from pipes whilst minimising MMMF release, thus avoiding costly clean ups. Recently one of our customers utilised Glovebags when removing polystyrene insulation, saving considerable clean up time. The cost of the Glovebags was more than saved by the minimal clean up costs.

### *Lower prices*

As a result of the recent increase in activity around Glovebags we have reviewed, and quite significantly reduced our prices for Glovebags to contractors & end users. An integral part of our re-launch has been the circulation to every Asbestos Contractor in Australia of our new price list and data for both Glovebags & decontamination units. If you require additional information, or a price list for Glovebags please do not hesitate to contact our office.

## **Events - MPA Trade Shows**

Those of you who regularly visit our site will notice a new feature on the footer of every page, which highlights the upcoming events that we are involved with.



Throughout this year we will be exhibiting at The NSW Master Plumbers Trade Shows that are held at various locations throughout NSW. The first of these trade nights will be held at The Muswellbrook RSL Club on Tuesday 25th March followed by a night at West Tamworth Leagues Club on Thursday 27th March. Other locations & dates can be [downloaded](#) from our web site.

**We cordially invite all of our customers, not just our plumber customers, to come and catch up with us when we are in your area.**

## **Product News**

Since our last newsletter we have been appointed as a stocking distributor of Fosters mastics, sealants and adhesives. This has resulted in us being able to reduce the price of many of these products. Again if you have not received your new price list please contact Karl

## **Website Update**



You will have noticed our recent update to the F.M. Insulation website ([www.FMinsulation.com.au](http://www.FMinsulation.com.au))

The principal change was to make it compatible with the multitude of devices out there. So now you can rely on our website to work as easily with your phone or tablet as with your desktop PC. Now it is as easy to download a datasheet or read one of our newsletters on the road as it is in the office.

Thank you all for your on-going support of our company, to all of us here at FMIS it continues to be a pleasure to know you all and to be of service to you and your companies.

Mike Flavell  
F.M. Insulation Supplies