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Our Product List



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

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F.M. Insulation Supplies

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

Unit 6, 10 Bromley Road,
Emy Plains, NSW, 2750
www.fminsulation.com.au

Phone
(02) 4735 5699

Fax
(02) 4735 5799



FM Insulation News

September 2014

Dear

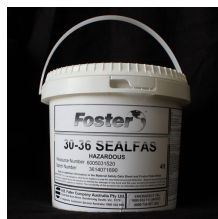
As most of you will be aware, I've been overseas for all of August & half of September for what, I at least, think was a well earned break. In my absence, the guys here all did a great job running the business and I'm pleased to say I haven't found any problems to address since my return.

There seems to have been quite an upswing in demand, particularly for pipe insulation, during August & September and we are currently scrambling to get replacement stock as soon as possible. I presume that the upswing is due, in part at least, to the projects around Darling Harbour & Barangaroo coming on line.

Product News

In the past few months we have been awarded distribution of two product lines for NSW & The ACT. As a result we can now offer the following product ranges at competitive prices:

Fosters Mastics & Sealants



We carry ample stocks of the Fosters products used on a daily basis by our customers. Products stocked are :

- 252 WB Adhesive 15 litre drums
- 30-36 Sealfas Coating in 4 litre tubs & 15 litre drums
- 30-45 Foamseal Sealant 15 & 20 litre drums
- 30-90 Vapoursafe mastic 15 litre drums

In regard to 4 litre tubs of Sealfas 30-36 I believe that we are the only stockist of this popular sized tub in NSW / ACT.

We also continue to stock the Boral Lacol CE2 cool room sealant / adhesive.

Armacell Products

We now offer the full range of Armacell materials including pipe sections, sheets, tapes & adhesives. These products are offered at very competitive prices. Please note however these products are offered in full carton lots only.



PPC tapes

As advised earlier we have increased our stock holding of PPC tapes, mainly 493 grade. Sales of these tapes have risen considerably since our last newsletter so I presume our pricing is set at the right level.

Events - MPA Trade Shows

We are now almost through our series of trade shows with the Master Plumbers Association.



Remaining are shows in Albury, Queanbeyan and finally Newcastle. If you are in any of these areas please come along on the night and have a beer with us.

You don't have to be a member of The MPA, nor do you require an invite. Just turn up on the night and introduce yourself!

Market Prospects

As noted earlier we are already seeing a positive upswing in activity, particularly around the Sydney CBD and surrounds. A number of customers are indicating that activity levels will remain high for at least the next five years. Could the "good olde days of olde" be about to return? Not sure my liver can take the levels of consumption of alcohol & food consumed in earlier booms...

Price Increases

As everyone will be aware the \$Aus -v- \$US exchange rate has continued to deteriorate at quite a substantial rate. As a result there will be a general price increase applied to all of our products from 1 March 2015. It is expected that this general increase will be around the 5% level. I will confirm the actual increase applicable to each product range prior to the Christmas break.

HD foil faced fibreglass & rockwool spi

We have been advised by our subcontract foil facer of an immediate increase in costs for HD foil facing. Whilst we can absorb some of this increase we unfortunately can't absorb all of it. Accordingly from 1-11-2014 we will be imposing a surcharge of 7.5% to the price of all HD faced fibreglass sections & a surcharge of 5% to the price of HD foil faced rockwool spi

AC1 Superset

Another casualty of the severe depreciation of \$Aus is AC1 Superset. This product, used as a finishing cement over various insulants, is imported from Promat UK. We generally import a 20ft container every 12 to 18 months. Due to the increased costs advised by Promat the new material, due prior to Christmas, will be available at a cost of \$124.25 per 25 kg bag. We currently have approx. 200 bags of earlier stock available and, until sold, these are available at the old price of \$101.50 plus GST per bag.

Christmas is coming!

As Christmas is fast approaching, it is probably appropriate to advise our intended shut-down period. At this stage we intend to close the office at 4.00 pm Friday 19th December and re-open 7.00 am Monday 5th January

2015.

I will confirm this later. However, if anyone foresees a problem with this extended shut-down, please let me know.

Thank you all for your on-going support of our company. 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