

F.M. INSULATION SUPPLIES

Greetings!

This month, we have a wrap up of our move to new premises, some reflections on business over the past year and thoughts about new products (or not).

The Move

We've completed our move across the road from 10 Bromley Road to 19 - 21 Bromley Road. All went very well, our phones switched over exactly on time, as promised by Telstra, and as far as we know, we didn't miss a call, fantastic!

A brand new sign, incorporating our new logo has been installed in front of our office on Bromley Road. Anyone who misses it needs to make an appointment at Spec Savers.

We have commenced identifying our utes, vans & trucks with our new corporate design and our first unit, Karl's, now proudly sports its new livery.

Our office facilities are now consolidated into the building at 19 Bromley Road, rather than being spread out over 3 or 4 individual offices as previously at number 10. To paraphrase Michael Palin: "luxury, sheer bloody luxury".

Again, a very big thanks to everyone, contractors and our own staff, who have made the move a great success. Your assistance is very much appreciated.





The new financial year

As I enter my 43rd year in the Australian insulation industry I do so with great confidence in the industry's on-going success.

Demand for our major product lines, fibreglass, rockwool & polyolefin / polyethylene pipe insulation, rockwool blankets and batts continues to grow, fuelled mainly by the major construction works underway in Sydney and the ACT, as well as on-going power generation works, particularly in NSW.

Our export sales of insulation & fire protection materials continued to grow last year and now form a pleasing portion of our business.

Due to ever increasing demand, we are increasing our stock holdings of fibreglass, rockwool and polyolefin/polyethylene pipe sections. The size / thickness range will remain the same but stock levels of the more popular sizes has been increased. In some cases, these are very large increases indeed.

The demand for rockwool pipe sections is continuing to increase at an extraordinary rate. We remain somewhat perplexed at why this is happening.

Unfortunately in the last month or so demand has, in some instances, exceeded supply. To meet this sudden demand we have sourced, in the short term, "cut to order" rockwool sections from our WA supplier.

To meet future demand we are importing significantly increased volumes from our regular supplier. We apologise for stock shortages over the recent past if this has inconvenienced you in any way.

At Your Service

Call Mike, Karl or Brendan on (02) 4735 5699 for further information or your order. You can email us at info@fminsulation.com.au

Further information at our website: www.fminsulation.com.au

Looking forward to your call,

