

# F.M. INSULATION SUPPLIES

Greetings!

We're closing for Christmas from the afternoon of the **22nd of December** and **re-opening early on 3rd January**, in the mean time, here are some thoughts on the past year and on the next!

## Merry Christmas!

As we approach the Christmas - New Year break, I would like to thank all of our customers and suppliers, together with their staff and families a Merry Christmas and a Prosperous New Year.

I would also like to thank our customers and suppliers for the on-going support that they have given our company over the past 12 months.

The major event from the past year for us was the move across Bromley Road from multiple leased warehouse units into our own warehouse and offices at 19 - 21 Bromley Road.

Chief amongst the advantages of the new premises are, that we are all now located in the same office, we have an awning spanning between the two warehouses that allows all-weather unloading of containers and loading of trucks, and not least that we have a lunch room with a DeLonghi coffee machine!

The move across the road was not without it's moments, but it went far better than I could have anticipated. Again thanks to all of our staff, their efforts are certainly appreciated.

The other major event during the year was that my grandson Campbell joined the



company. We now have three generations of our family in the business. Many of our customers will have already met Campbell on one of his deliveries.

## Business Outlook



Looking forward to 2017 it seems obvious that commercial work, particularly multi-storey buildings, is going to be key.

During 2016, Industrial insulation work continued to shrink with the closure of more coal powered generation & petro-chemical plants. Over the past 5 or so years we have lost over 50% of our industrial market as a result of the closure of Shell at Clyde, Caltex at Kurnell, Kurri Kurri smelter, Gove alumina refinery, and numerous power stations in the eastern states.

Export sales of fire protection materials continue to grow as do sales of insulation materials to the Pacific Islands and hardware to Singapore.

In the commercial insulation area sales of materials to customers in Sydney, Canberra, Brisbane & Melbourne remain strong.

## Product Availability

We've seen increased demand for some of our product lines due to a number of established suppliers vacating the market, as well as the general upturn in business.

As a result, we have increased our holdings of many associated product lines in order to minimise any shortages.



In particular, we have increased our stocks of insulation hangers, self adhesive and perforated base, fsk faced rockwool pipe sections and plain & HD foil faced fibreglass sections.

### De-stocking of FSK faced fibreglass

A few years ago, we introduced fibreglass spi with a lightweight reinforced foil facing. Although well received, we have decided to no longer stock the product, due to major cost increases from suppliers. We still have many size / thickness combinations on hand and will continue to supply until stocks are exhausted. After that, I'm afraid only plain or HD foil faced material will be available.

Lightweight Foil Faced Rockwool sections are not affected by this and all imported Rockwool spi will continue to be supplied. On request, HD Foil Faced Rockwool spi is also available.

## New Corporate Identity

Many of you may have noted that we have changed our branding on our vehicles over the past few



months. This week we got our Iveco Daily van back resplendent in its new livery. Only the Iveco Eurocargo truck remains to be re-sign written. When this is completed in January our total commercial vehicle fleet of utes, vans and the truck will be readily recognisable.

Together with our new business cards street signage and our new web site, we will by early next year, have completed the make-over.

This "corporate identification programme" has gone much smoother than the last one I was involved in in the early 1980's. That one was such a disaster it is still studied in business schools around the world under the classification of "How not to do things" A story for another day, when you have a few hours to spare and a few bottles of 'red' to hand...

## *In Closing*

In closing may I wish you an old Scottish hogmanay (New Year) greeting:

"Lang may yer lum reek"

I look forward to seeing everyone again as I start yet another year in this industry in 2017, you have all helped make it a great journey.

And of course, call Mike, Karl or Brendan on (02) 4735 5699 for further information or your order. You can email us at [info@fminsulation.com.au](mailto:info@fminsulation.com.au)

Further information at our website: [www.fminsulation.com.au](http://www.fminsulation.com.au)

Looking forward to your call,

**Mike Flavell**

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