

A quarterly newsletter from F.M. Insulation Supplies
with industry and product news from the desk of Mike Flavell.



Greetings,

In this newsletter, apart from some of my views about the past year in the "insulation business", we have news about some additions to and deletions from our product range and discuss a missed opportunity...

The Year That Was.



Well... where to start? The financial year, to use a footballing phrase, has been "a game of two halves", but it is doubtful that it will be a winner overall. Activity levels in the first half stood up well, when compared to previous years, but fell away significantly in the second half.

There has certainly been plenty of movement, with two major suppliers withdrawing from the pipe insulation market and new ones appearing. As a result, pricing is quite volatile and expected to remain so for some time.

Apparently, a senior manager in one of the companies which exited the industry segment, lamented that "even if we double our price we would still be losing money". Strange to report that one of the new entrants to the segment has undercut the already cut price rates from that company.

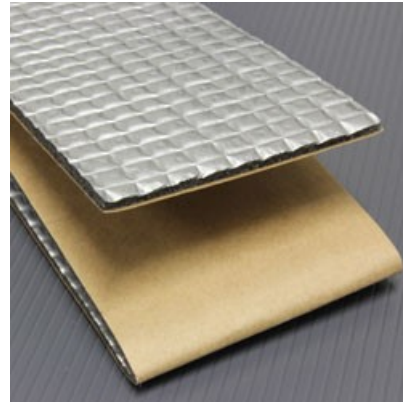
Perhaps, like Nellie Forbush (pictured) in the movie South Pacific, the industry is full of Cock-eyed Optimists (I wonder whether this will get readers googling...).

New Products

We have some information on new products, in particular, a **Foil Faced Chemically Cross Linked Polyethylene Tape** with self adhesive backing.

This tape will be available in rolls of 9M x 50mm x 3mm at a very competitive price. We will be distributing sample rolls within the next few weeks. If we miss sending you one, please call the office and we will arrange to have a roll delivered.

In regard to spray glue, we will soon have available **Idenden 10-500** in addition to the Grayling Spray Tac. Long term customers will remember that we used to supply the Idenden 10-500 product, but the increase in value of the GB pound against the \$US and the rise of the value of the \$AUS against the \$US made the Grayling product more competitive. With those positions now well & truly reversed, products from the UK are once more attractively priced.



You may also note that, in coming months, additional brands of material will be stocked as well as our traditional brands.

Update: NSW Government grants to upgrade insulation

The comment on this scheme which we put in the last newsletter bore fruit and a number of companies contacted us for materials to upgrade their steam systems. It was, however, an inadequately publicised scheme and surely there were many companies which missed out on this opportunity!

London Fire

Very, very sad to say that it seems that "fire resistant", not "fire rated" materials were a major contributor to the Grenfell Tower Fire. I didn't expect my comments in the last newsletter ([Strange, Stranger and Downright Weird](#)) to be so prescient. And now we find that there are many, many buildings here in Australia with similar materials installed.

Finally : Farewell to Glovebags.

To continue the film musical theme touched on earlier, it is "so long, farewell, auf wiederseh'n, good night, au revoir, adieu and goodbye" to Glovebags.



My association with Glovebags dates back to the early 1980s when Bestobell started manufacturing under licence the original Glovebags developed in The UK. Later at Bells Thermalag, we switched to the Grayling bags manufactured in the USA. My association with Grayling continued when I founded F.M. Insulation Supplies.

Remaining stock is available at below our cost price until sold.

Interested? Give Karl, Brendan or me a call. Once gone, future orders will be on an "import against specific order" basis.

In Closing

Looking forward to a profitable new financial year and to be of service to you, our

valued customer. I appreciate your ongoing support, it makes coming to work enjoyable (well... most days, anyway).

And of course, call me, 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,

Mike Flavell

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