

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



In this newsletter, we reflect on the current state of the insulation business and discuss some new products, along with special pricing. And to finish up, we have some breaking news!

The State of the Market



At the quarter-time mark of the current financial year, it seems that the momentum, which was building toward the end of the last financial year, is starting to bear fruit in some sectors at least. At last we are seeing some activity in the NSW power sector with a number of shutdowns currently underway.

I'm sure everyone is aware of the looming crisis in this industry with the closure of the Liddell Power Station, which is planned within the next five years. It's strange that, when I look back on my career in the insulation industry, I have been engaged in the construction and maintenance of power plants probably more than any other sector. Liddell was one of the first power stations with which I was involved, when I entered the industry in 1974. In about 1980, at Bestobell, I worked on the 20 year extension of Liddell programme, which was intended to keep the station open until the early 2000s. At that time, we were removing some of the asbestos insulation and replacing it with asbestos-free materials. We also then carried out similar works at Vales Point and Wallerawang power stations in NSW.

The mechanical services sector is also picking up a bit of momentum and looking to be moving toward a higher activity level for the rest of the financial year. Overseas sales are also looking buoyant particularly in the Pacific Islands, where after much effort we have succeeded in getting a number of companies to use our foil faced PE sections in preference to styrene & nitrile rubber.

New Products

One new product and one re-launched product to discuss here.



The re-launched product is Idenden 10-500 General Purpose Spray Adhesive. Those of you who have dealt with us for a long time, will remember that we imported Idenden products from UK in the mid 1990's. As the pound appreciated against the \$AUS, we switched to the Grayling Tac Spray Adhesive, which we imported along with the Grayling Glovebags. Since the market for Glovebags turned down, the cost of just importing Spray-Tac has become uneconomic and so we are back to Idenden. As both products do the same job, we do not anticipate any problems with the changeover.

By way of introduction, we are offering a special price on both the new stocks of Idenden 10-500 and the run-down stocks of Spray-Tac.

Available for purchase in lots of minimum five cartons (60 cans), either product is available at a cost of \$120 plus GST per carton. This offer is open for acceptance up to 31-10-2017.

When ordering, please ensure that you mention this offer.

Our new product is a 40mm diameter polycap with a stainless-steel washer. It is designed to be fitted onto the protruding part of our Gemco self-adhesive or perforated base insulation hangers.

It is generally used in areas where the nail may present an OHS hazard.



Our introductory offer on these items in minimum orders of 200 units is \$0.50 plus GST each. This offer is valid for purchases up to 31-10-2017.



In our last Newsletter, we introduced our f/f PE self-adhesive tape that is available in rolls 50mm x 3mm x 9M.

These are now available at a cost of \$9-50 plus GST per roll. For orders of 20 rolls or more the price is \$8-50 plus GST each.

Farewell to Glovebags

We have sold our entire stocks of Avail Glovebags to Allens Industrial Products who

have offices in Brisbane and Wetherill Park. So if you require any of these items please give them a call. At the price for which we sold the full stock, you should be able to get a bargain...

Breaking News

I have just received advice from Armacell that they are exiting the Australian retail market on 31-10-2017. From the 1-11-2017 their products will only be available in container loads from either their Guangzhou, China or Bangkok, Thailand factories.

That means three major insulation manufacturers who have all operated in Australia for decades have exited the pipe insulation market in the past 6 months leaving our industry somewhat fractured without clear market leaders. As John Lennon said: "Strange days indeed".

In Closing

That's it for now, I trust that you are all benefitting from the current upturn in business.

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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