

F.M. INSULATION SUPPLIES

INDUSTRIAL & COMMERCIAL INSULATION MATERIALS



Dear ,

As we approach the end of another year, my 51st in the insulation industry, I look back on a year that has been busier than recent years with sales showing a healthy increase in sales values.

Unfortunately Justin, who was with us for over 20 years left during the year to take on a more senior warehousing role with a local garden furniture company here in Penrith.

Approximately 12 months ago we were approached by a USA based company interested in acquiring the business. Whilst their approach was welcomed after 10 months of negotiations we were unable to reach a mutually acceptable deal, hence, I guess year 52 is to look forward to.



Regular customers will be aware that for the first time we are having a Black Friday Sale running until our Christmas - New Year Shutdown on 19th December.

The discounts on offer vary based on two factors :

1. the type of product ordered and
2. the value of the order placed

Discounts cut in once the discounted price ex our store hits a minimum value of \$500.00+gst.

Maximum discounts apply as follows :

r/w spi 22.5%
f/f r/w blankets 15%
bio-soluble ceramic fibre 20%
f/g spi 15%
r/w wired mat 10%
Banding & seals 15%

Goods must be ordered prior to 19th December and must be delivered in full by 31st January 2026. Cancelled orders may be subject to a 10% cancellation fee.

Christmas - New Year Shutdown

**This year we intend to have a slightly longer Christmas -
New Year shutdown closing on Friday 19th December 2025
and re-opening on Monday 12th January 2026**

We accept that some of you may require a delivery during this period and will, whenever possible, endeavour to meet any of your requirements. This, of course, is subject to one of our store guys being available.

Geographical coverage

Whilst the majority of our customers are based in the Newcastle - Sydney - Wollongong region we also service a large number of regular customers throughout NSW, and all of the other states of Australia.

In addition we regularly supply materials to customers in PNG, the Pacific Islands and surprisingly Hong Kong, where we regularly supply material into their power generation sector. In fact the largest individual order that we received in 2025 was from a Hong Kong customer.

New Products

As advised in our last Newsletter we have been appointed distributors of Morgan Ltd. range of Bio-soluble ceramic fibre supplied under the Superwool & Superwool plus brands.

Since being appointed we have supplied some relatively large Superwool orders to customers in NSW, Victoria and most recently WA.

Well that's about it from me until next time, if you have any queries please do not hesitate to give me a call, it's always nice to catch up for a chat.

Thank you all for your on-going support of our company, we all look forward to continuing to be of continuing service to you all in the upcoming year.

**All the very best regards for Christmas
& New Year from all here at FMIS**

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