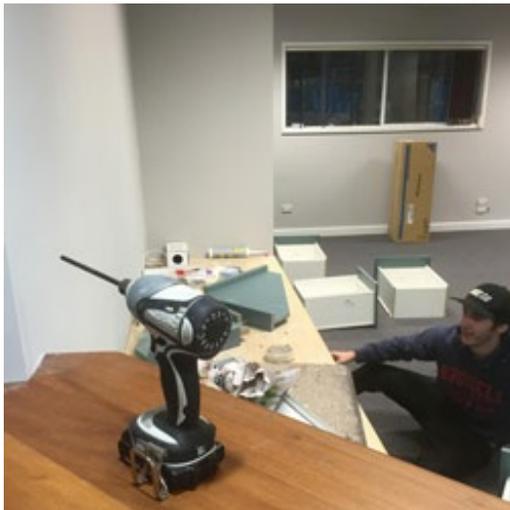




Greetings!

Exciting times here at F M Insulation Supplies, as we near the move to new premises. Many of our suppliers and customers will already be aware that we are in the process of moving from our existing five factory units across the street to two larger connected units at 19 - 21 Bromley Road.



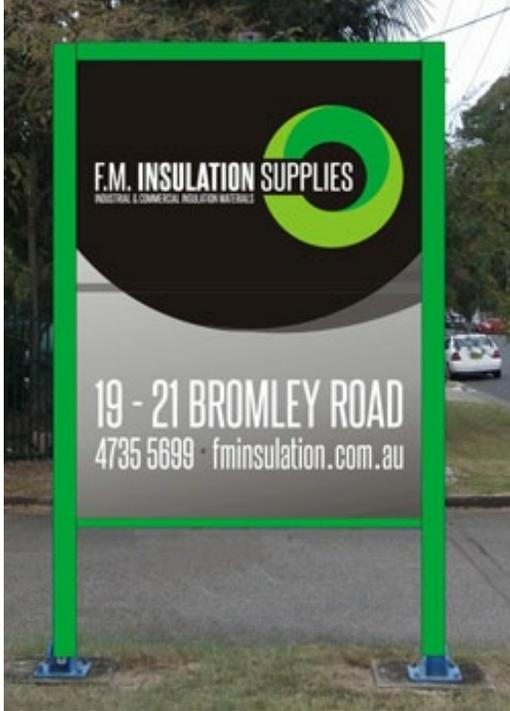
Since acquiring the somewhat rundown units early this year, we have been lavishing them with loads of TLC, co-ordinating at various times, excavators, builders, electricians, plumbers, painters and roller door mechanics, as well as moving our fixtures and stock.

We can now see a light at the end of the tunnel.

The painters have finished, the carpet layer will finish shortly, leaving just some minor external building works to be finalised before we start moving our office functions across the street. Oops... well, the airconditioning is due in the next day or so.

All being well, we should be settled into our new premises by mid to late July. A big thanks to everyone, contractors and our staff, who have helped make this move, so far at least, a reasonably easy process.

In conjunction with our move we are

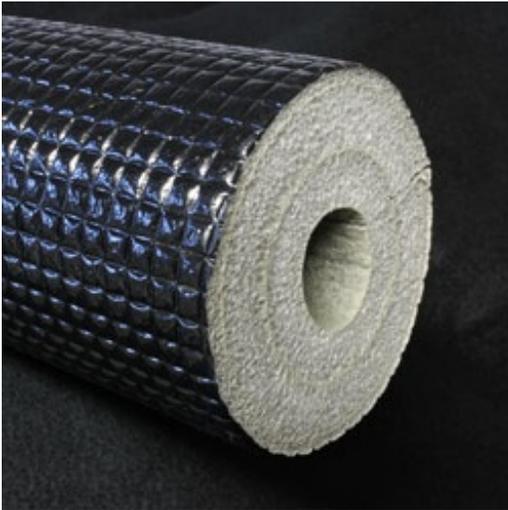


updating our 'corporate identity'. A new logo, designed by Brendan's wife Meg, our new in-house graphic designer and an updated look to our website and other communications.

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## *The Year in Review*



The past twelve months have been quite hectic as a result of the major works taking place, particularly in Sydney, but also interstate. For the first time ever, sales of f/f PE spi were greater than sales of fibreglass spi on a quantity sold basis. Its rise has been very swift and its preferred use for insulating chilled water and hot water systems is now widely accepted. No doubt because of its user friendly characteristics, no itch and no mess to clean up, major drawbacks of

glasswool & styrene.

Acceptance of black foil faced PE spi has also grown over the past 12 months with the completion of 3 major projects this year. We have gained new customers in both the industrial and commercial sectors. These new customers include contractors, resellers and end-users, such as major power generation & petro chemical / gas companies.

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## *The New Financial Year...*

Looking ahead to the upcoming year is always challenging and as one famous economist said, "Forecasting, particularly if it relates to future events, is a very inexact science". So with that in mind, if we get more of the same for the coming year, we will be happy. I hope all of our customers have also had a satisfactory year and look forward to doing it all again next year.

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*And...*



With the addition of our grandson Campbell to our workforce, we now have three generations of our family employed in the business.

Many of you may have already met Campbell as he has been delivering orders around NSW & ACT

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*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](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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