



ROCKWOOL® COMMUNIQUE

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Welcome to the first of what will hopefully be a very regular contact with our Australian clients in the industrial insulation industry. The purpose of Rockwool® Communiqué is to keep you informed about some of the developments in the stone wool manufacturing industry and international trends that will have an impact on our own industry in Australia. However, as a basis for our first edition, it has occurred to us that some of our clients know only a little about AIS despite the fact that we have represented the Rockwool® Group in Australia for nearly 10 years. This edition is therefore dedicated to explaining the services offered by AIS, a little about the founders and current management staff and a look at some of the major projects supplied.

Rockwool® Group is comprised of more than 20 factories and separate insulation businesses operating throughout Europe, North America and South East Asia. Materials for the Australian market come primarily from Roxul® Asia (standard blankets, slab, wired mats and pipe block material) and from Rockwool Lapinus B.V. (pre-formed pipe insulation sections). The group has an annual turnover of more than \$1.8 Billion (AUD).

WHAT AIS CAN DO FOR YOU

- **Supply full range of the world's leading quality stone wool insulation products.**
- **Supply made to order stone wool products ex-factory in as little as 2 weeks.**
- **Delivery to state mainland capitals in 4 days or less from Perth (priority freight).**
- **Computer controlled profile cutting of stone wool, polyurethane and polystyrene block.**
- **Insulation system design – we have a selection of four state-of-the-art computer software programs for calculation of a wide variety of installations and products.**

- **Solve short term maintenance supply problems – fast turnaround for pipe insulation items.**
- **Provide fully certified fire protection systems for marine applications, and for mechanical services and structural steel in construction applications (ex-stock).**
- **Provide support in managing Health and Safety on major insulation projects through site training programs.**
- **We manufacture a high quality polyurethane foam insulation in block form.**
- **Contract cutting of PIR for major project requirements.**

OTHER ACTIVITIES

- **Supply of several forms of stone wool core material for the manufacture of non-combustible sandwich insulation panels.**
- **Market and distribute Rockfon® Acoustic Ceiling Tiles.**
- **AIS is also involved in the GRE Piping Industry. We represent the Australian interests of FIBERBOND® one of the world's leading manufacturers of composite, non-ferrous piping for the offshore oil and gas industry.**

OUR CREDENTIALS

Since commencing operations AIS has supplied most of Australia's major project requirements including the following industrial insulation projects:

North West Shelf

LNG Phase 4 W.A. –

Hot and acoustic insulation and contract cutting of PIR cryogenic insulation.



Comalco Alumina Refinery Qld.- Provision of all base insulation materials for conversion into pre-fabricated insulation modules.

Murrin Murrin Nickel Project W.A.- Supply of pipe and wired mat products for the largest laterite nickel project in Australia.

Other major industrial insulation projects include:

QAL Calciner – Qld.

Korean Zinc Project – Qld.

Acid Plant Mt Isa – Qld.

Swanbank Cogeneration Plant – Qld.

Olympic Dam Expansion– S.A.

Pelican Point Power Station – S.A.

BHP Port Kembla Coal Pulverisation – N.S.W.

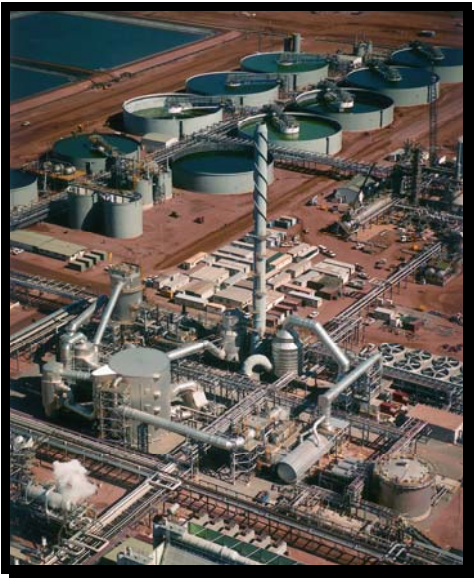
Starwood MDF Plant – N.S.W.

Wangaratta MDF Plant – N.S.W.

Smithfield Cogeneration Plant – N.S.W.

Mobil Altona Refinery – Vic.

WMC Acid Plant Kalgoorlie – W.A.



Murrin Murrin Nickel Project

WHO'S WHO IN AIS?



Current AIS senior staff collectively offer more than 80 years of experience servicing the insulation industry.

We are, from left in picture:

Barry Carson – Managing Director

Barry is a past State Manager of CSR Bradford with an extensive background in industrial insulation since 1982 and was responsible for the successful running of a glasswool insulation plant.

Ian Swann – General Manager

Ian has extensive industry experience since 1981 in the retail and industrial sector, was previously a Sales Manager and Retail Operations Manager and is effectively responsible for the day to day running of AIS.

Adrian Kerr – Operations Manager

Adrian has an international background in operations and project commissioning with a major multinational equipment manufacturer and is unrivalled in the area of profile cutting and converting of insulation products.

Bruce Herbert – Marketing Manager

Bruce is a past State Manager for ACI Insulation and CSR Bradford and has an extensive background in the industrial insulation sector since 1977.

For further information and technical advice on insulation contact:



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