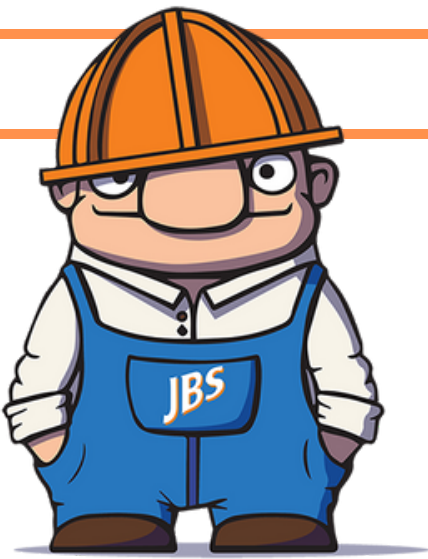


FEBRUARY 2024



JOHNS CLUB

YOUR TRADE ADVANTAGE



WELCOME TO JOHNS CLUB

Welcome to the new look JBS Newsletter format!

Johns Club is here in 2024 to support JBS customers with product information, specials and deals, how to guides, and more.

If you have an idea of what you'd like to see in the Johns Club Newsletter, let us know!

INSIDE:

Tradies tools to talk: R U OK?

Industry News

Manufacturer Increases

Get Social with JBS

Review JBS

TRADIES TOOLS TOTAL TALK

Spark a conversation
with a tradie using
these 4 steps



1. Ask R U OK?

How are you travelling?

You don't seem yourself lately – want to talk about it?



2. Listen with an open mind

I'm here to listen if you want to talk more.

Have you been feeling this way for a while?



3. Encourage action

Have you spoken to your doctor about this?

What do you think is a first step that would help you through this?



4. Check in

Just wanted to check in and see how you're doing?

Have things improved for you since we last spoke?

Learn more at
ruok.org.au/tradies

RUOK?TM
FEBRUARY 2024
A conversation could change a life.



INDUSTRY NEWS

PUSH FOR SUBSIDISED HOUSING TO EASE CONSTRUCTION SLUMP

Australia's home-building pipeline, at its weakest in more than a decade, is raising pressure on the federal government to boost its already sizeable commitment to fund new subsidised housing as private activity slows.

New housing approvals – 98 per cent of which were privately funded – slowed to 166,125 over the 12 months to November, the latest official figures show, the weakest total since July 2013.

Developers can create lower-rent units in commercial BTR, but need a tax break, the Property Council says.

The weakness caused by higher interest rates and construction costs that reduce what consumers can borrow even as it costs more to build a new home is likely to keep new home approvals subdued this year as existing activity slows, according to Morgan Stanley economist Chris Read.

“We still see some further modest downside to both completions and activity levels that have yet to fully adjust lower, even accounting for the large pipeline of work under construction,” analysts led by Mr Read said in a research note.

The private and community housing sectors are now lobbying the government on ways to increase public funding that would allow more lower-priced rental housing to be developed than the 40,000 social and affordable homes planned over the next five years.

The Property Council of Australia says the country could create an extra 10,000 affordable rental homes over 10 years if the federal government cut the rate of withholding tax charged on commercial build-to-rent investments from the promised 15 per cent to 10 per cent.

The extra units would come on top of the 150,000 market-rate BTR units already likely over the next decade, EY modelling for the lobby group shows.

“When you take that down to 10 per cent, you then incentivise the affordable housing component at no cost to government,” Property Council chief executive Mike Zorbas said

“You’re bringing on 10,000 additional dwellings over that period of time.” Affordable housing refers to rental stock leased to qualifying key worker tenants such as childcare workers or teachers at a fixed discount – 25 per cent under the council’s proposal – to below market rates.

“When you take that down to 10 per cent, you then incentivise the affordable housing component at no cost to government,”

Social housing is leased to low-income tenants, mostly reliant on social security, who pay a fixed portion of their income, and requires a larger subsidy. The federal government said in last year's budget it would cut the 30 per cent rate of withholding tax offshore investors pay on BTR projects to 15 per cent, putting it in line with other sectors such as student accommodation and hotels, but has yet to make clear if that would require an affordable housing component.

The council warned that without a lower tax rate available to local and offshore investors, developers would be unable to include any reduced-rate rental housing in projects.

The proposal, one of a number of arguments the council will make in its submission to the federal government ahead of the May budget, is modelled on a requirement for a 5 per cent affordable housing component. Any higher requirement would not be feasible, Mr Zorbas said.

"You start to erode the viability of the investment, or decrease the delivery of affordable housing," he said. But the council is not the only group competing for the governments' ear with proposals to increase housing stock amid the chronic shortage of homes and severe cost-of-living crisis.

The Community Housing Industry Association, an advocacy group for community housing providers, will push for a doubling of the government's \$10 billion Housing Australia Future Fund, set up to invest a minimum \$500 million a year to secure 30,000 new social and affordable homes.

This would be a non-inflationary way to increase the volume of rental stock even more as delivery of the new homes would be staged over a long period, CHIA chief executive Wendy Hayhurst said.

Ms Hayhurst also said more affordable housing could be delivered if mandatory inclusionary zoning requirements were in place specifying a required volume of affordable rental stock when a new site was acquired.

This would push down the price that a developer was willing to pay for a site, as they would factor in the cost of developing that housing when bidding for a site, she said.

"The benefit of mandating inclusionary zoning is that the landowner takes the hit," Ms Hayhurst said.

"Unless you are doing it in an area where the land is almost worthless, the landowner is still going to get a good deal."

"Unless you are doing it in an area where the land is almost worthless, the landowner is still going to get a good deal."



MANUFACTURER INCREASES

1st February 2024

CSR Gyprock (9.2-11.2%)

Kingspan (3%)

1st March 2024

Siniat Plasterboard (minimum 9.6%)

Paslode (3.2-6%)

James Hardie (5.9%)

Bradford Insulation, 3 - 8%

Paslode (3.2 - 6%)

Assa Abloy, 5.2%

1st April 2024

Cockburn Cement

CSR Fibre Cement (approx. 6.2%)

BGC Plasterboard (6.5-10%)

1st July 2024

Allegion (Gainsborough products, 2.1%)



**Johns Building Supplies thanks you for your continued support and as per normal we endeavour to keep these increases to a minimum. Due to the tight margins that we generally operate under, these increases cannot be absorbed.

PRODUCT RETURNS

JBS realises that mistakes are part of our industry & when it is ours we rectify in the most timely efficient way we can to minimise any impact on the customer.

Where a customer has made the error we will assist as best we can, but we are bound by some considerations.

- If the product is made to order or a non-stocked item it is up to the discretion of the manufacturer if these goods can be returned. Any costs enforced by the manufacturer will be passed to the customer in full.
- Product being returned must be in a resalable condition (as determined by JBS and/or the manufacturer)
- **Highlighting metal door frames, these must be "clean" (not have any mortar residue) & must also have the spreader bars still attached.**
- There are costs involved in the return of goods & whilst we keep these to a minimum they will be applied at all times.

JOHNS CLUB ENQUIRIES

Builder and Contractor Focus Enquiries

If you would like to be included in our Builder or Contractor Focus we would love to highlight your business!

Please contact:

marketing@jbs1.com.au

Supplier Enquiries

Suppliers wishing to promote a new product in the next JBS Newsletter edition please email :

marketing@jbs1.com.au

GET SOCIAL WITH JBS

Follow us on our social channels to keep up to date more regularly on new products, specials and customer info. Make sure to tag us in your posts so we can share your projects!

Find us on -



REVIEW JBS



At Johns Building Supplies, customer service is paramount to us and we would greatly appreciate it you could take 2 mins to review us on Google or even provide feedback for any products or services you would like to see in the future at JBS.

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