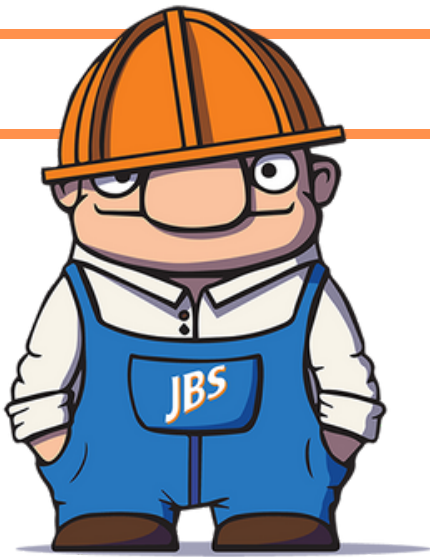


JUNE 2024



# JOHNS CLUB

YOUR TRADE ADVANTAGE



02  
Modern Heritage  
Trade Handbook Summary

## 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:

Supplier Focus - CSR Bradford

NEW Products In Store

Johns Club Footy Tipping  
Competition - Leaderboard

James Hardie Modern Homes  
Forecast - 02 Modern Heritage

Industry News

Manufacturer Increases

Get Social with JBS

# SUPPLIER FOCUS

## CSR BRADFORD

Bradford Insulation, part of the CSR Group, is one of Australia's leading manufacturers of insulation and ventilation solutions for both residential and commercial spaces.

With an extensive range of products designed to control temperature fluctuations and in turn reduce dependency on energy-consuming heating and cooling appliances, Bradford can help to create healthy & comfortable homes and places to work.

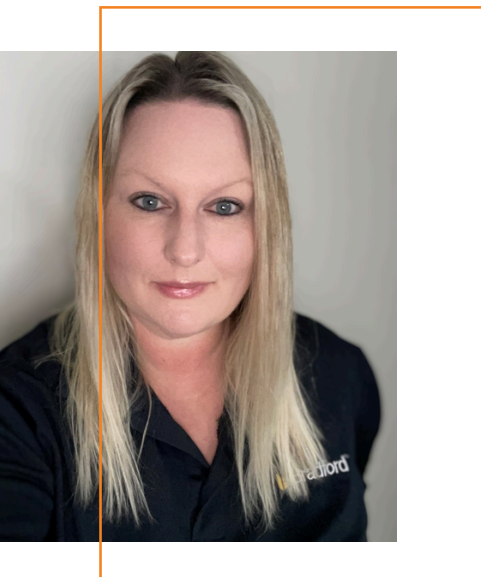
Bradford is proud to celebrate 90 years of supporting Australia. With a commitment to building better with a focus on quality and compliance with Australian Standards and its understanding of Australia's diverse climate zones and environments, Bradford is trusted by architects, builders, and homeowners with their insulation needs. Unyielding in its pursuit of excellence, Bradford Insulation is helping to shape the future of the industry with a commitment to customers, society, and the environment.

For more information visit <https://www.bradfordinsulation.com.au/>



### GET TO KNOW

SARAH  
CSR BRADFORD WA



1

#### WHAT IS YOUR ROLE AT CSR BRADFORD?

I'm an Account Manager for CSR Bradford Insulation and Ventilation. I look after the residential side of the market.

2

#### WHAT DO YOU ENJOY THE MOST ABOUT WORKING IN THE INDUSTRY?

Knowing that I'm contributing to creating more energy efficient and comfortable spaces for people. I also enjoy interacting with my customers as they are great people.

3

#### WHAT SONG WILL YOU NEVER FORGET THE LYRICS TOO AND WHY?

The West Coast Eagles theme song as I'm a die hard supporter. It's so good we're starting to hear it again.

4

#### FAVOURITE FOOD AND FAVOURITE MOVIE?

Popcorn and crispy m&m's mixed in together whilst watching a chick flick.

5

#### DOG OR CAT PERSON?

I've always been a dog person.

JUNE 2024

# NEW PRODUCTS IN STORE

## EVALAST PIONEER DECKING

REPLICATED RARE WOODS IN A REINFORCED PVC COMPOSITE



The Pioneer range is advancing composite aesthetics with high-resolution digital scanning which replicates endangered hardwoods and rare timbers for an exceptionally natural look and brings a touch of affordable luxury to your outdoor space.

By offering the authentic look of timber through scans rather than felling real trees, Pioneer helps prevent deforestation and the possible extinction of these wood species. A foamed-PVC and glass fiber-reinforced core provides increased strength and span capability and reduces expansion and contraction of the PVC.

Its advanced wear layer protects against fading, scratches, and stains while its long-lasting composition resists insects, moisture, and weather-related issues. Enjoy the look of expensive exotic timber in long-lasting and low-maintenance composite.

**EVA-LAST®**  
INSPIRED BY NATURE, DESIGNED FOR LIFE.

[FOR MORE INFO CLICK HERE](#)

JUNE 2024



# JOHNS CLUB FOOTY TIPPING COMPETITION 2024

The first couple of months of our footy tipping competition have been nothing short of a wild ride! We've seen incredible highs, surprising lows, and plenty of unpredictable moments that have kept all our tipsters on their toes.

Kudos to those sharp-eyed tippers who've been nailing their predictions each week and have staked their claim in the top 10. If you've been following JL's tips, well... let's just say you might need a new strategy!

But don't worry, the fun is far from over! With our Sponsored Rounds coming up next month, there's a whole new set of chances to turn your luck around and snag some wins. So, get those tips in, keep your eyes on the prize, and let's see who can rise to the top of the leaderboard! Who knows, you might just be the next tipping legend!



## MAY LEADERBOARD

1. allanzak
2. TG33
3. Ben\_P
4. The Magnificent Bont
5. Swelly
6. Churzard
7. Chrissy\_Little
8. Macca McGrath
9. the\_urq
10. Jethro68

CONGRATS TO ALLANZAK FOR HOLDING ON TO THE LEAD AFTER ROUND 11!



# 02 Modern Heritage

Trade Handbook Summary

Axon™ Cladding

Learn how the team behind Working on Walter used **Axon™ Cladding** to create a timeless Modern Heritage home.

# Design Features

Contrast is the defining element in Modern Heritage design. Combining the old and the new, the ornate richness of period homes contrasts beautifully with the clean lines and simplicity of modern renovations.

## Case Study: Working on Walter

Taking this extension right up to the property boundary required careful consideration. For the team at Working on Walter, Axon™ Cladding was an obvious choice. Not only can it be used as part of a fire rated system, but its slim profile beats brick for narrow blocks, and compliments the Modern Heritage aesthetic.

### Flexible roof

The roof style can either match or contrast the existing structure with closest matching flashings, gutters and bargeboards.

### Maximised natural light

Ample windows and openings in the extension to address the darkness of older homes.

### Cladded exterior

Cladding on the building extension enables design versatility to create distinctly modern looks that juxtapose the heritage front.

### Contrasting features

Contrast is the defining element between the old and the new in the junctions of architecture or in the use of colour.



**'The new wall needed to align with the existing hallway, so we were restricted in wall thickness. We were able to align the old and the new by using Axon™ Cladding, which is much narrower than a brick or block wall.'**

— Elise Weavers, Working on Walter.

## Recommended Products

Hardie™ Oblique™ Cladding  
Axon™ Cladding  
Hardie™ Fine Texture Cladding  
Hardie™ Brushed Concrete Cladding

## Installation tip



Junction points can be tricky when renovating a heritage home. Axon™ Cladding, with its low profile, allows easy connection to existing weatherboard and a seamless transition from heritage foundation to modern extension. Check out our Joints and Junction guide to find out how.

## Build the Look with myHardies™



### 1. Design Features

Discover the design features and construction elements to create the Modern Heritage design that your clients are looking for.



### 2. Installation Tips

The use of multiple exterior materials requires the right joint and junction construction to deliver a seamless facade.



### 3. Case Study

Find out more on Working on Walter's journey to deliver their Modern Heritage build.



### 4. Visualise

Explore different designs of Modern Heritage and Hardie™ exterior cladding combinations that suit your client's brief.



Login to myHardies™ for more on Modern Heritage build including technical guides and case studies.

**myHardies™**



**JamesHardie™**

JUNE 2024



# Australia's housing crisis in 10 graphs, from the federal budget

*The Albanese government knows Australia has a housing problem. It says the country is suffering from "historic underinvestment" in housing that's created a significant supply shortage. In its 2024-25 budget, it has dedicated an entire chapter to the crisis – a sign of how seriously the issue is considered.*

"Australia's housing system has been unable to build enough new housing stock to keep up with the needs of our population," it warns.

"This has caused a growing supply deficit, resulting in worsening affordability for both renters and first-home buyers."

In the special housing chapter, Treasury officials have illustrated the problem with more than 20 graphs.

Here are 10 of the most illuminating ones.

They help to explain why the government will spend \$1.9 billion to increase Commonwealth Rent Assistance in coming years. It knows how much pressure the private rental market is putting on low income households.

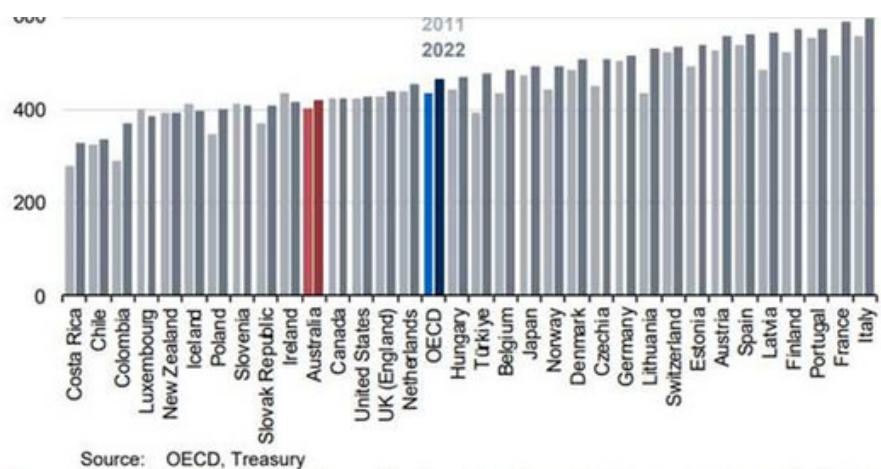
“

*"Australia's housing system has been unable to build enough new housing stock to keep up with the needs of our population,*

## Australia's housing supply is low by international standards

The government has pointed out that Australia has fewer dwellings per 1,000 people than the OECD average.

According to the OECD, Australia's level of housing supply was 420 per 1,000 people in 2022. That lags behind comparable countries such as Canada, the US and the UK (England) – which are all below the OECD average too.



## A lack of supply is making it harder for people to buy or rent

Treasury officials say the shortage of housing stock has been making it more difficult to find a property to buy or rent.

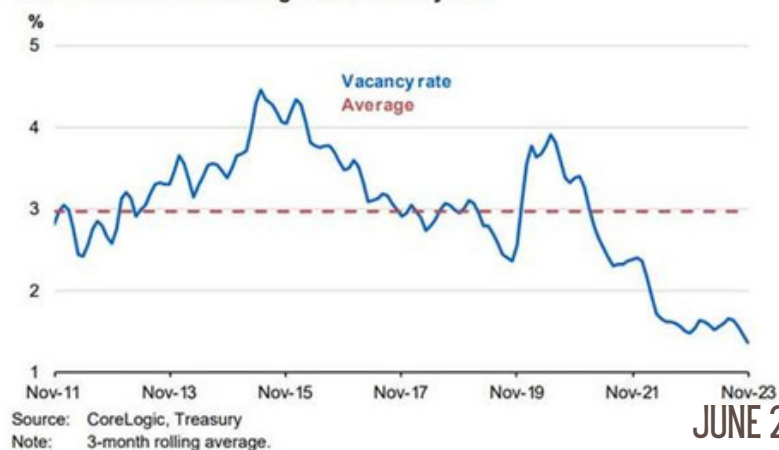
The number of homes being offered for sale in Australia has fallen since 2015, and the number of homes for rent has been falling since early 2020.

It has seen the rental vacancy rate fall below 1.5 per cent – and 3 per cent is considered the rate that reflects a "balanced" rental market.

That refers to a situation in which there is modest growth in rents, and where landlords and tenants have similar bargaining power.

In some parts of Australia, including in some capital cities, the rental vacancy rate has even declined to as low as 0.5 per cent.

Chart 4.5: National dwelling rental vacancy rate



## INDUSTRY NEWS

### Supply shortages contribute to affordability pressures

Australia's housing system hasn't been able to build enough new housing stock to keep up with the needs of its population.

Our population has been growing too quickly in recent years, and, when coupled with changes in peoples' housing preferences, it has resulted in worsening affordability for renters and first-home buyers.

Given the lag in housing supply responding to those changes, it's contributed to rising house prices and worsening affordability.

Nominal dwelling prices and advertised rents have more than doubled since the mid-2000s.

Chart 4.9: Median nominal dwelling values

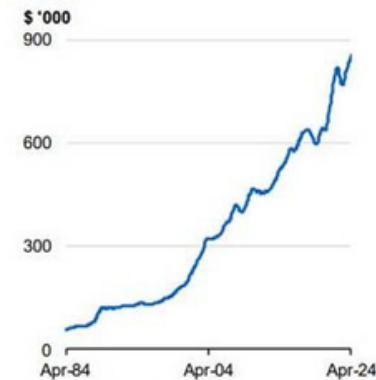


Chart 4.10: Median nominal advertised rents

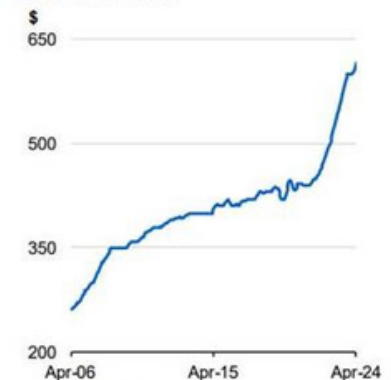


Chart 4.11: Share of income to service rent, by income and rent quartile

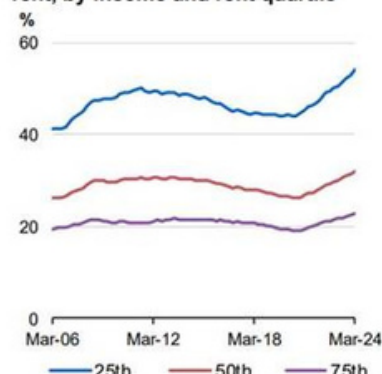
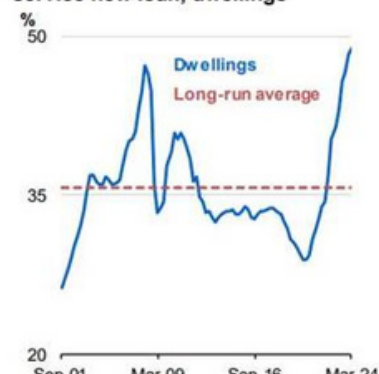


Chart 4.12: Share of income to service new loan, dwellings



“for prospective home-buyers, the portion of income needed to service a new loan has jumped from an average of 29 per cent in 2020 to 46 per cent in 2023.

As a consequence of those price pressures, a growing share of household incomes has been going towards housing and housing services.

Treasury officials say, for prospective home-buyers, the portion of income needed to service a new loan has jumped from an average of 29 per cent in 2020 to 46 per cent in 2023.

That's well above the long-run average of 35.7 per cent and above the 30 per cent threshold for mortgage stress.

### Long-term decline in affordability

In early 2002, the median house price was 4.9 times the median gross disposable household income.

In early 2024, this had increased to 8.6 times.

It's also taking Australians much longer to save for a deposit. In early 2002, it took less than seven years to save a 20 per cent deposit. But now it's taking 11.4 years.

"These factors have contributed to declining rates of home ownership over time, and more people are now renting," the budget says.

Chart 4.13: Price-to-income ratio

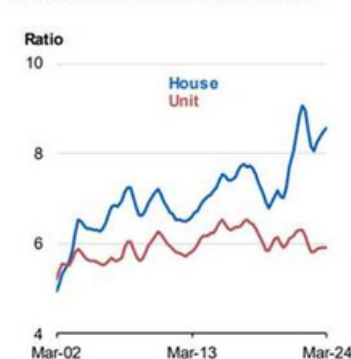
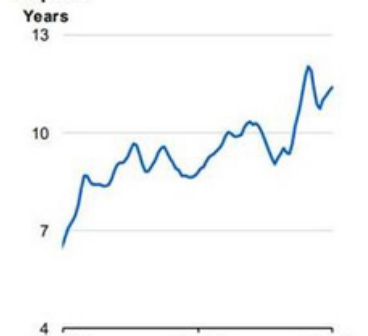


Chart 4.14: Time to save for a house deposit





## Investment by governments in social housing has declined over decades

In addition to low levels of housing stock, rates of construction of social housing (which includes both public and community housing) have been falling for decades. The Australian Institute of Health and Welfare (AIHW) defines public housing as rental housing that state and territory governments provide and manage.

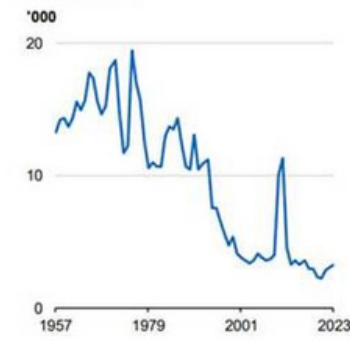
It is a subset of social housing.

Social housing is rental housing fully or partly funded by government, owned or managed by community organisations or governments, and includes public housing, state owned and managed Indigenous housing, community housing and Indigenous community housing.

The government says public housing completion and the share of social housing stock as a proportion of the total stock has declined for the past three decades.

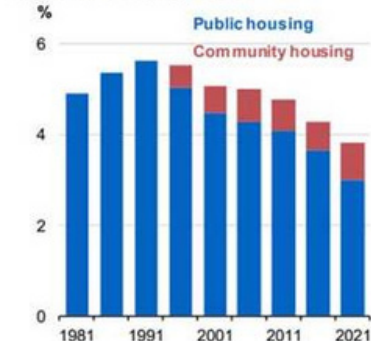
Since 1996, the level of social housing construction has not been enough to keep pace with sales and demolitions of existing social housing stock.

**Chart 4.6: Public housing completions**



Source: ABS Building Activity, Treasury

**Chart 4.7: Social housing stock as a share of housing stock**



Source: National Housing Supply and Affordability Council analysis of ABS Census data, Treasury

Notes: Social housing as a share of occupied private dwellings (excludes visitor-only and other non-classifiable households from 2006 onwards).

## So what's the government doing about it?

Since winning the 2022 election, the government has made nearly \$26 billion in commitments to the housing problem.

In last night's budget, it added another \$6.2 billion in new commitments to the cause.

However, since the vast bulk of initiatives have previously been announced and set-in-motion, a number of last night's announcements referred to additional funding to pre-existing initiatives.

New commitments in the 2024-25 budget:

- An extra \$1 billion to states and territories to the Housing Support Program to help state and territory governments build "enabling infrastructure" for new housing- to connect essential services such as water, power, sewerage and roads. This investment expands on the \$500 million already committed.
- \$1.9 billion to increase the maximum rates of Commonwealth Rent Assistance by a further 10 per cent to alleviate rental stress (over five years from 2023-24). This will have an ongoing cost.
- \$88.8 million for 20,000 new fee-free TAFE places (over three years from 2024-25), which includes increased access to pre-apprenticeship programs, in courses relevant to the construction sector.
- An additional \$1.9 billion in concessional loans to community housing providers and other charities to support delivery of new social and affordable homes under the Housing Australia Future Fund and National Housing Accord.
- Allow foreign investors to purchase established Build to Rent developments with a lower foreign investment fee, conditional on the property continuing to be operated as a Build to Rent development.
- \$423m in additional funding (over five years from 2024-25) to the National Agreement on Social Housing and Homelessness to boost support for social housing and homelessness services.

Those measures will complement the well-publicised "target" to build 1.2 million new, well-located homes over five years, starting from 1 July 2024.

## Tertiary education sector needs to do its part

And finally, the government says the tertiary education sector is very important for Australia's economy but the number of students it is bringing into the country is putting pressure on the private rental market.

Therefore, it says it will work with universities to increase the availability of student housing by limiting international student enrolments based on factors including how much student accommodation universities can provide.

That will cost \$2.1 million over four years from 2024-25.

"To deliver more accommodation for students and to reduce pressure on the private rental market, the government will work with the higher education sector to develop regulations that will require universities to increase their supply of student accommodation," the budget says.

# MANUFACTURER INCREASES

## 1st July 2024

Allegion (Gainsborough products, 2.1%)

Etex Fibre Cement (formerly BGC), 5.2 – 7.5%

Goodwill Industries (Brick Ties)

Weathertex Products, approx. 6%

Sika Australia

Raven (door seals, thresholds etc)

## 1st August 2024

Fletcher Insulation, 2.5 – 2.9%

**\*\*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](mailto: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](mailto: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.

# PROUD SPONSOR OF

