

JOHNS CLUB

YOUR TRADE ADVANTAGE



WELCOME TO JOHNS CLUB

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 - ITI Australia
- NEW Product Launch - Corinthian Doors
- Johns Club Footy Tipping Competition - Leaderboard
- James Hardie Modern Homes Forecast - 04 Japandi
- James Hardie Cashback Promo
- Industry News
- Manufacturer Increases
- Get Social with JBS

SUPPLIER FOCUS

ITI AUSTRALIA

Through innovation and significant growth, ITI has grown to be Australia's largest independent distributor of timber products to the building and construction industry, delivering timber across Australia and globally. At ITI Australia, we have made leaps and bounds in the timber industry, and endeavour to provide our quality timber and building products in bulk for merchants everywhere.

NEW PRODUCT FOCUS

ITI is the proud distributor of Eva-Last composite decking and cladding products. Have you seen the new Pioneer Black Butt and Spotted Gum decking? With real timber scanned and printed onto a composite decking board, you have the benefit of the real timber look, with the convenience of the low maintenance composite board. The future has arrived!



Pioneer

GET TO KNOW

CHRIS EYRES

ITI WA ACCOUNT MANAGER



1

WHAT IS YOUR ROLE AT ITI AUSTRALIA?

I'm an account manager

2

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

I love working in the industry and I especially love working for ITI. We have an incredibly diverse range of really great products, and it is satisfying to be able to provide a product or solution for customers in so many instances. I love the great relationships we have with our amazing customers!

3

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

The song "marvellous" by the 12th man. The 12th man was the first (and likely only) tape I remember having as a kid. 1990's Classic.

4

FAVOURITE FOOD AND FAVOURITE MOVIE?

Lamb Cutlets
"The Gentleman" by Guy Ritchie.

5

DOG OR CAT PERSON?

Cats!

AUGUST 2024



The Peninsula Collection

Coastal-inspired elegance



Sophisticated and elegant with a sense of quiet luxury, the Peninsula Collection is uniquely crafted to match the grandeur of Hampton's-style homes. Capture the relaxed, easy-going grace of Hamptons living—or equally, the Cape Cod or Australian Coastal architectural styles—with exquisite attention to detail in this collection of 40mm external timber doors.

Visit our website to explore the collection corinthian.com.au

JOHNS CLUB FOOTY TIPPING COMPETITION 2024

Tipsters, we are now in the final four weeks of the Johns Club Footy Tipping Competition! That's right, only a handful of rounds remain between us and footy tipping glory. It's been a rollercoaster of a season, with twists, turns, and upsets that have left even the most seasoned tipsters scratching their heads.

But amidst the chaos, one name still reigns supreme: allanzak! The tipster to beat, the legend on top of the leaderboard, and the target on everyone's dartboard.

However, the game is far from over! With weekly prizes still up for grabs, there are still multiple chances to win. So, dust off those crystal balls, polish up your game-day superstitions, and keep tipping! Whether you're aiming for the ultimate comeback and taking it all or just trying to avoid the dreaded wooden spoon, every round counts.

We wish all tipsters the best of luck for the remaining rounds and can't wait to see who will be victorious! May the footy gods be ever in your favour!



AUGUST LEADERBOARD

1. allanzak
2. Ben_P
3. TG33
4. WhiteyQueen
5. chloemessere
6. Mr Magpies
7. the_urq
8. 21 Industries
9. Churzard
10. brighton75

CONGRATS TO ALLANZAK FOR HOLDING ON TO THE LEAD AFTER ROUND 20!



04 Japandi

Trade Handbook Summary

Hardie™ Fine
Texture Cladding

Find out how Rebeka Morgan and the team at BuildHer Collective used **Hardie™ Fine Texture Cladding** to achieve a minimalist Japandi aesthetic.

Design Features

Minimal yet warm, Japandi brings together the best elements of Scandinavian and Japanese minimalism in a hybrid architectural style, resulting in a simple and elegant home.

Minimalist architecture

Simple structures with clean, sleek lines. Roofs can be flat, gabled, hipped or square pyramidal with deep overhangs to protect windows from rain.

Natural-look exterior:

Prevalence for natural-look materials across the façade. Japanese influences leans towards darker tones and Scandi towards lighter tones.

Earthy colour palette

Colours are typically neutral to add warmth to the simple building form.

Indoor outdoor connection

Design features such as shōji (movable screens), fusuma (sliding doors) a tokonoma (recess or alcove), genken (entryway), engawa (covered outdoor corridor), and courtyards, among other elements to blur inside and outside.



Case Study: BuildHer Collective

Being a south facing block, the team at BuildHer Collective incorporated generous windows on the back wall, creating a connection with the outside landscape and maximising natural light. Hardie™ Fine Texture Cladding connected seamlessly with the windows, creating the clean aesthetic expected in a Japandi home.

'We wanted to use muted tones, natural timber and elegant subtle cladding. Hardie™ Fine Texture Cladding enhanced the minimalist aesthetic we were looking for.'

— Rebeka Morgan, BuildHer Collective.

Recommended Products

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



Installation Tip

Hardie™ Fine Texture Cladding can be used as part of the Hardie™ Smart Wall system, which gives a fire resistance level of 60 minutes, making it the perfect choice for building on the boundary.

Build the look with myHardies™



1. Design Features

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



2. Installation Tips

Hardie™ Fine Texture Cladding can be used as part of the Hardie™ Smart Wall system, which gives a fire resistance level of 60 minutes.



3. Case Study

Find out more how Rebeka Morgan and the team at BuildHer Collective used Hardie™ Fine Texture Cladding for a clean Japandi aesthetic.



4. Visualise

Explore different Japandi designs and Hardie™ exterior cladding combinations.

[Login](#) to myHardies™ for more on Japandi builds, including technical guides and case studies.

myHardies™



Hardie™

CASH BACK

TRADE ONLY OFFER
800
REDEMPTIONS ONLY

Get \$1,000 cashback!*

FIND OUT MORE

 **JamesHardie™**

*Minimum \$5,000 spend. T&Cs apply. See <https://www.jameshardie.com.au/national-cashback-promo-tnc> for details.

HOW TO CLAIM

STEP 1

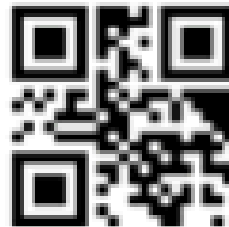
Purchase a minimum A\$5,000 in a single transaction of selected Hardie™ products from a participating stockist during the promotional period.



STEP 2

SMS +61 448 737 256 or scan the QR code with your name, email address and copy of your proof of purchase receipt/invoice.

SMS +61 448 737 256
or scan QR code.
Offer Closes 30th
September 2024



STEP 3

The first 800 valid redemptions will receive a A\$1,000 prepaid Mastercard debit card.

Promotion dates: 1st July 2024 - 30th September 2024

AUGUST 2024

Government efficiency needed in construction as building costs start to ease

Governments have been urged to back reforms in the construction industry to keep costs in check and boost efficiency to ensure the nation's ambitious housing targets are met.

Private developers are facing steep competition for resources from major infrastructure projects, which is making it tough for them to secure top-tier builders for both housing and commercial projects.



Forecasters expect the non-residential downturn to continue, with Oxford Economics Australia forecasting that new projects slipped 4 per cent to \$51.87bn over the 12 months to June 30.

The research house said the slide was expected to continue into this financial year as private investment slowed, with activity patchy as higher borrowing and construction costs continued to drag on the sector.

While the fall-off would be cushioned by a surge in warehouse construction, it warned that offices and retail had been hit by a series of structural headwinds, including difficulty in getting precommitments from office tenants and the big squeeze on household budgets, which was hurting malls.

Investment group MA Financial, which is one of a growing number of fund managers forging deep into private credit, said that government inefficiencies were playing a big role in pushing construction prices up, but the cost of building materials was no longer a significant headwind for the sector.

High costs were making it hard to build affordable housing, with many developers pivoting towards luxury projects where it was possible to recoup costs and turn a profit.

This was likely to make the Albanese government's target of building 1.2 million homes by 2030 more challenging.

Governments face mounting pressure to back reforms in the construction industry to keep costs in check and boost efficiency.

MA Financial's head of real estate credit Drew Bowie said governments needed to create more efficient approval and permitting processes through better resourcing or offshoring non-critical tasks.

"We need to look at how we improve turnaround times on DA, on construction certificates and all the paperwork that needs to be done between starting a project and completing it," he said.

"There's so much paperwork, so many checks and balances, which are appropriate, but it's just paperwork, which means it's just manpower, which means you can address it through more efficient processes."

Mr Bowie said it was now common for a developer to be asked to address more than 100 conditions for one development application, which resulted in significant expenses.

"Most of those conditions require a third party consultant, which equals time and that means more money," he said.

"Now, I'm not suggesting the government would do this or should do this, but organisations often have offshore processes to get a 24-hour turnaround, which are creating efficiencies. We've got to look at how the government plays its part in creating more efficiencies to ensure we get more built."

INDUSTRY NEWS



Analysis by MA Financial of Australian Bureau of Statistics data shows that building materials price rises had moderated, with timber down by 0.5 per cent in the 12 months to the March quarter. Ceramic and cement products increased 1.8 per cent and plumbing products were down 0.4 per cent. Steel was up 0.8 per cent in the period, compared to 13.1 per cent in the third quarter of 2021.

Supply chain disruptions between 2021 and 2022 resulted in construction costs surging by more than 15 per cent, the highest increase since the first OPEC oil price shock in 1973-74.

"Material costs are not having a significant bearing on project delivery starts anymore, with inefficiencies more of a concern for the sector," Mr Bowie said. "We recognise that construction is only one element of project risk. This normalisation of construction cost increases provides a greater level of confidence for project builders, for developers and lenders in unlocking this housing supply crisis."

Mr Bowie said that inefficiencies had worsened since the pandemic because working from home had resulted in a blowout in the time it took to get projects off the ground. The ABS reported that the total number of dwellings approved was up 5.5 per cent in May, which took the 12-month increase to 163,759 - the lowest level in a decade.

"I hear at site meetings week in week out whereas a group used to turn something around in a week, it is now two months to do the same thing. That has a compounding effect on finance charges," he said. "Interest rates have gone up and that means finance costs have gone up and if we're now delayed by three, six months, just through efficiency in dealing with the government, then that has a huge impact on new supply."

Mr Bowie said the inefficiency was likely to affect the viability of affordable housing projects. "Costs don't typically discriminate as to what is being built. You would have to sell for \$17,000 a metre to be able to recoup your construction costs, your finance costs, and your land acquisition or your project costs," he said.

"It's hard to make a project viable if the market can only pay \$12,000 a metre. That is why we are seeing a push into the luxury end of the market because certainly in Sydney it is selling for prices like \$100,000 a metre. It's easy to build for that."

Oxford Economics Australia estimates that new projects fell 4 per cent

to \$51.87bn over the 2024 financial year.

Mr Bowie said that if construction workers received strong pay rises, fewer projects by private and government sectors getting off the ground.

"We're not going to have new projects commence, certainly in the private world, if wages go up that much. Infrastructure projects might still go ahead, but we expect even those to start to taper off," he said.

"We've got plenty of new infrastructure builds under way or well advanced across the country, but we are not seeing new projects starting at the same rate, which will free up labour."

New enterprise agreements in Queensland will result in wages increasing in the sector by 26 per cent between 2023 and 2027. NSW is also expected to see a sharp rise in labour costs, with trade unions wanting a 28 per cent wage rise over three years and 8 per cent upfront. Negotiations in Victoria are expected to produce similar results.

The sector is also dealing with reports of CFMEU illegal activity, which developers said had become entrenched and was hampering their activities.

Australian Construction Industry Forum executive director Dr James Cameron said there had to be "zero tolerance" for flouting the rule of law in construction. "Productivity growth in the industry has lagged other industries for decades, and the industry needs to attract hundreds of thousands of new workers," he said.

Mr Cameron said the current situation was "difficult" but was an opportunity for "widespread reform and renewal, and to improve the culture of the industry".

Source Author: The Australian - Matt Bell

Source Published: 24-07-2024

Source:

<https://www.theaustralian.com.au/business/property/government-efficiency-needed-in-construction-as-building-costs-start-to-ease/news-story/46a07832d79ace36aae9e2a3563ca100>

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)

17th July 2024

Bestbar (Reinforcing Mesh, Bar Products, 3 - 5%)

1st August 2024

Fletcher Insulation, 2.5 - 2.9%

Lime Industries (Tuffcoat Lime Putty)

1st October 2024

Zanda Architectural Hardware, approx. 4.9%



**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

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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