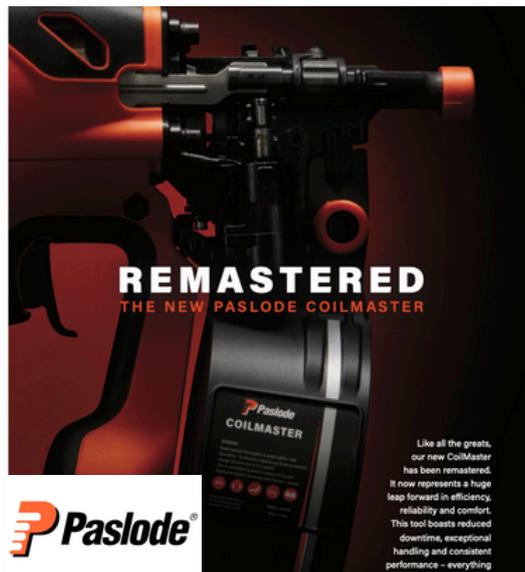


# JOHNS CLUB

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 - James Hardie
- NEW Product Launch - Paslode Coilmaster
- Johns Club Footy Tipping Competition - WINNER!
- James Hardie Modern Homes Forecast - 05 Barn
- James Hardie Cashback Promo
- Industry News
- Manufacturer Increases
- Get Social with JBS

# SUPPLIER FOCUS

## JAMES HARDIE

James Hardie was founded in Australia 135 years ago and has been proudly providing Australian Made building products to the market for over 100 years. To help deliver on our purpose to build a better future for all, James Hardie has certified its range of Hardie™ Fibre Cement products with the Australian Made logo.

The famous logo is the true mark of Aussie authenticity and is the most trusted and recognised country of origin symbol. To achieve our vision of inspiring how communities design, build, and grow it's important to also ensure that Builders and Homeowners know they can expect a quality product from us. By making our fibre cement in Australia, we proudly support and grow local manufacturing capability, help create jobs, strengthen local industries and bolster surrounding communities.



### GET TO KNOW GRAEME LAWRENCE JAMES HARDIE ACCOUNT MANAGER



- 1 WHAT IS YOUR ROLE AT JAMES HARDIE AUSTRALIA?**  
I am a Key Account Manager for James Hardie. This role is all about collaboration with our Channel Partners to drive sustainable, profitable growth and help them achieve their strategic objectives.
- 2 WHAT DO YOU ENJOY THE MOST ABOUT WORKING IN THE INDUSTRY?**  
The building industry is in a constant state of evolution. I love the innovations, the new technologies, new products, allowing us to build smarter, more efficiently, more eco-friendly. Tying in with that, I enjoy the opportunity to be involved at various points in the build from conception through to completion, connecting the right products to the right projects.
- 3 WHAT SONG WILL YOU NEVER FORGET THE LYRICS TOO AND WHY?**  
Truth by Bloc Party. It was the first song played at my wedding after we were pronounced husband and wife. Nothing like a DJ in a 130 year old church to get the vibe up!
- 4 FAVOURITE FOOD AND FAVOURITE MOVIE?**  
Homemade woodfired pizza. I love my Sci-Fi so it has to be Christopher Nolan's Interstellar
- 5 DOG OR CAT PERSON?**  
Dogs. I have a 13 year old black Labrador named Henry who still thinks he's a puppy. Cats are the spawn of Satan.



# JOHNS CLUB FOOTY TIPPING COMPETITION 2024

## THAT'S A WRAP!

What an absolute rollercoaster the 2024 AFL home and away season has been! If you thought you had it all figured out, think again! From teams pulling Houdini acts, snatching victory from the jaws of defeat, to bottom-dwellers suddenly playing like premiership contenders, this season kept us all on the edge of our seats - and tearing up our tipping sheets! It's been a wild ride of upsets, comebacks, and moments where we all questioned if we actually \*knew\* footy at all.

A huge shoutout to everyone in the Tipping Competition for braving the weekly tipping chaos! (and my write ups each week) Your dedication to predicting the unpredictable (and possibly losing a few hairs in the process) has made this season all the more fun. Whether you nailed it or not, you've all played a blinder!

Here's to the madness of the finals!

## Johns Club Footy Tipping Competition 2024 WINNER!

It has been a tight run towards the end of the tipping competition this year!!

A very big congratulations to **Allan Zaknich** from **Tropics Hardware Supplies** for being our grand prize winner for 2024!



**JamesHardie™**  
FOOTY TIPPING COMPETITION LEADERBOARD



## FINAL LEADERBOARD

1. allanzak
2. Ben\_P
3. Mr Magpies
4. TG33
5. The Magnificent Bont
6. Mensa
7. Churzard
8. 21 Industries
9. Paul Hawke
10. Chrissy\_Little



# 05 Barn

Trade Handbook Summary



Find out how designer Alex Ureña used **Linea™ Weatherboard** to deliver a contemporary take on the traditional Barn style.

## Design Features

Barn homes boast vaulted ceilings, open plan living spaces and dedication to beautiful, clean lines in every aspect of design, inside and out. A steeply pitched gable roof is a must to achieve a bold street presence.

## Case Study: Alex Ureña Design Studios

Being a small block, the Barn style was an ideal choice to create a perception of space and maximise the size of this family home. Linea™ Weatherboard with its horizontal lines provided a fresh twist on the traditional Barn style while still paying homage to the heritage character of the neighbourhood.

### Steeply pitched roof:

A symmetrical gable roof should be elevated and high set with a pitch of 35 to 45 degrees. There should also be either a complete absence of eaves or over-sized eaves.

**Barn shape:** Homes should be designed to make the barn shape appear distinctive from other parts of the house.

**Detailed exterior:** Vertical or horizontal exterior detail is a must for a feel of craftsmanship.

**Large windows:** Floor to ceiling windows accentuate the length of the house. Combine with outdoor decks and large sliding doors to connect with nature.



**'The high ridge line of the barn style was ideal to maximise the perception of space on this project. We chose Linea™ Weatherboard because its horizontal lines with deep shadows counteracted the vertical aspect of the barn style.'**

— Alex Ureña, Alex Ureña Design Studios.

## Recommended Products

Hardie™ Oblique™ Cladding  
Axon™ Cladding  
Stria™ Cladding  
Linea™ Weatherboard

## Installation Tip



At 16mm, the thickness of Linea™ Weatherboard allows tongue and groove ends, and boards can be joined off-stud to help reduce waste and avoid jointers. It can be installed where the fixings are concealed by the board above, helping to reduce patching and sanding.

## Build the look with myHardies™



### 1. Design Features

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

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



### 2. Installation Tips

Linea™ Weatherboard gives a timber look, with more durability, and resistance to warping and swelling.



### 3. Case Study

Find out how designer Alex Ureña used Linea™ Weatherboard to deliver a contemporary take on the traditional Barn style.



### 4. Visualise

Explore different Barn designs and Hardie™ exterior cladding combinations.



# 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](http://corinthian.com.au)

# 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

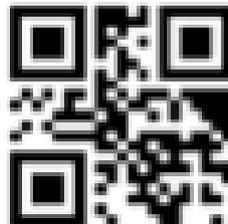
Purchase a minimum A\$5,000 in a single transaction of selected Hardie™ products from a participating stockist during the promotional period.



### 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

SEPTEMBER 2024

# New home building set to increase: HIA

**“It is nine months since the RBA’s last rate rise and market confidence is returning. It is only the heavily taxed markets of NSW and Victoria that are yet to see a trough in detached home building in 2024,” stated HIA Chief Economist, Tim Reardon**

**HIA released its Economic and Industry Outlook report recently. The report includes updated forecasts for new home building and renovations activity nationally and for each of the eight states and territories.**



“Most housing markets appear to have reached or passed the trough in home building by mid-2024, following the fastest increase in the cash rate in a generation,” added Mr Reardon.

“States with good employment opportunities and relatively more affordable land are leading the charge.

“Western Australia, Queensland and South Australia appear to be past the trough in their cycles. The number of contracts being signed for the construction of new homes has been increasing, at least since the start of the year, seeing a new wave of projects commencing construction.

“This improvement in home building activity is not evident in New South Wales and Victoria where new tax imposts continue to impair home building.

“Government policies continue to inflate the costs of land and construction in New South Wales and Victoria. Policy changes are also adding to market uncertainty delaying a return of investment into new home building and exacerbating the shortage of housing.

“Australia’s economic fundamentals have remained resilient to the rise in interest rates. Unemployment remains exceptionally low, the economy stable and population growth strong.

“Against a backdrop of an acute shortage of housing, households are slowly returning to the new home market.

“Australia could be seeing far greater home building volumes, if policymakers would reduce the costs of land and construction that they are responsible for inflating.

“Productivity in the sector is improving rapidly as the adverse impact of border closures and policy disruptions are replaced with more stable conditions.

“Material price rises are back to pre-pandemic levels and labour shortages have eased to some extent.

“Labour shortages are easing as activity levels decline.

“These factors are setting the scene for an increase in home building later this year as confidence is restored.

“This increase in new home commencements could be accelerated if governments remove the market failures, tax imposts and constraints on the industry, or at least stop increasing housing taxes,” concluded Mr Reardon.



**Detached houses:** There were 25,890 detached houses that commenced construction across Australia in the first quarter of 2024, up by 5.8 per cent on the previous quarter.

This figure is forecast to moderate down by 1.6 per cent in the June Quarter 2024 to 25,470, producing a financial year total of 99,060 commencements in 2023/24, down by 10.1 per cent on the previous year. A modest improvement is forecast thereafter, up by just 0.8 per cent to 99,890 in 2024/25.

This would mark the conclusion of the two weakest years for detached commencements since 2012/13, over a decade earlier. Activity is expected to accelerate from here, exceeding 115,000 by 2026/27.

**Multi-units:** recorded 14,240 commencements in the March Quarter 2024, down by 6.2 per cent from the previous quarter and the second weakest quarter for the sector in over a decade.

The June Quarter 2024 is forecast to see a bounce back of 15.4 per cent to 16,440, producing a financial year total of just 60,970. This would be down by 4.0 per cent on the previous year.

A modest improvement is expected in 2024/25, up by 13.0 per cent to 68,880, which would conclude the weakest three years for the sector since 2011/12, over a decade earlier.

Multi-unit commencements are forecast to accelerate thereafter, reaching a peak of 104,240 in 2027/28.

For further information please contact:

Tim Reardon, Chief Economist 0423 141 031

Tom Devitt, Senior Economist 0439 514 656

For further information or for copies of the publication (media only) please contact: Kirsten Lewis on [k.lewis@hia.com.au](mailto:k.lewis@hia.com.au)

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Source Published: 30-08-2024

# MANUFACTURER INCREASES

## 1st August 2024

Fletcher Insulation, 2.5 – 2.9%

Lime Industries (Tuffcoat Lime Putty)

## 1st October 2024

Zanda Architectural Hardware, approx. 4.9%

Foilboard Insulation

ITI (Modwood Decking 5%)

## 1st November 2024

ITI (Evalast Decking 1-4%, Klevaclips 5-7%,

Ezitrim 1-3%, Laminated Merbau 2-3%)

## 1st February 2025

Metroll (C/Bond products excluding fencing 4.8%)



\*\*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

