

JOHNS BUILDING SUPPLIES

Johns Building Supplies is a family owned and operated business servicing metropolitan and country areas of WA for over 25 years.

Johns is a one stop shop for all of your building needs: paint, flooring, cement, weatherboards, plasterboard, roofing, insulation, fasteners and much more. Owning their own fleet of transport vehicles, Johns can deliver your request quickly and easily.

The range at Johns includes: James Hardie, Scyon, Cockburn Cement, Jeldwen Doors, Corinthian Doors, Hume Doors & Timber, Gainsborough, Wattyl, Dulux, CSR, Rondo Building Supplies, Stramit, Selleys, Berger, Paslode, Sikken, H.B. Fuller and many more.



CONTACTS:

Whatever your building needs, Johns can help!

205 Star Road Welshpool 6106

Phone:

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www.johnsbuidingsupplies.com.au

REMEMBER TO QUOTE YOUR CPS MEMBER NUMBER!



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NEW CPS SUPPLIER FEATURED ON THE NEW INVENTORS!

New CPS Supplier Sandgroper Industries competed against other high-tech innovations on the ABC program 'The New Inventors' screened on Wednesday 31 March.

The 'Latch Mate' has been a 'YouTube' sensation since being posted on the video webpage a few months ago, gaining praise for how easy it makes it for carpenters to latch doors.

Sandgroper Industries began work on the Latch Mate when a carpenter friend of Shane Bell came to him, looking for a way to make a painful job much easier.

The original Latch Mate protocol was developed in late November before being tweaked and released for sale in early January.



Some hurdles were faced by the Latch Mate before being produced, the hardest being to find a suitable manufacturer for the product, while keeping it cost effective. Eventually a company capable of producing the Latch Mate was found.

The Latch Mate is a Western Australian designed product, and an absolute must for carpenters who work with doors. For more information contact Shane Bell on 0415457160 or email shane@sandgroperindustries.com.au

www.sandgroperindustries.com.au

View the Latch Mate video at : http://www.youtube.com/watch?v=DH_UmrmCZVg

CPS STAFF

General Manager: Garry Jacobs

Garry is responsible for everything CPS, as well as assisting Members to get maximum benefit from the Co-operative.
D: (08) 6314 0980 E: [gjacobsc@cpshardware.com.au](mailto:gjacobs@cpshardware.com.au)

Finance & Administration Manager: Erica Warren

Erica manages the Financials, Accounts Receivable & Payables, Occupational Health and Safety (OH&S) and the Admin team.
D: (08) 6314 0985 E: ewarren@cpshardware.com.au

Merchandise Manager: Tim Evans

Tim is involved in all buying, deals, Supplier Terms of Trade, merchandise matters and the Welshpool Supply Centre.
D: (08) 6314 0984 E: tevens@cpshardware.com.au

Merchandise Development: Iriana Hudson

Iriana is responsible for co-ordinating all promotional orders and informing members of stock available for purchase in the supply centre.
D: (08) 6314 0986 E: ihudson@cpshardware.com.au

Member Services Manager: Christine Desmond

Christine is responsible for ensuring we have an integrated approach to communications with Members and that our Members use of our website and document centre is providing them with maximum benefits.
D: (08) 6314 0981 E: cdesmond@cpshardware.com.au

Marketing Co-ordinator: Chad Simeons

Chad develops and manages the promotional programs for the MAKIT and SERVIS groups as well as communication to all members.
D: (08) 6314 0982 E: csimeons@cpshardware.com.au

Senior Accounts Clerk: Wendy Livingstone

Wendy is your primary contact for accounts receivable, and is responsible for administration queries.
D: (08) 6314 0987 E: wlivingstone@cpshardware.com.au

Accounts Clerk: Michael Locke

Michael is your primary contact for accounts payable, and is responsible for administration queries.
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CPS have been busy working to provide a state of the art web presence to communicate to members. This has seen the development of a **members' only area**, where Supplier deal information, special offers and accounts information is available.

This has not been without its challenges. One of the biggest issues initially was those dam pop-up blockers! This was not anticipated by the implementation team, and created a few headaches for those using the site for the first time. We expect that most members have successfully resolved this issue. Please let us know if you are still experiencing pop-up problems.

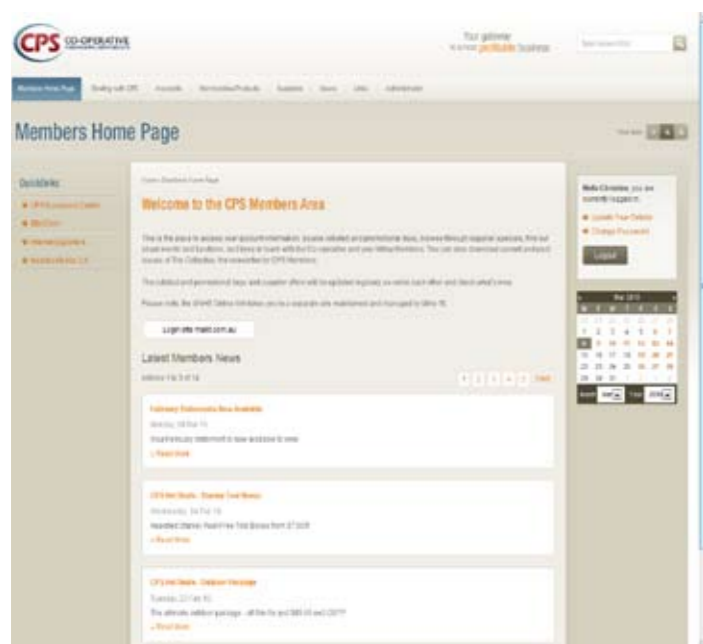
We also had some issues with the time it took for the Document Centres to load. The development team have been testing this, and have made significant improvements. If you are still experiencing unreasonable waiting times for your pages to load, please email us with the details and we will investigate it further.

You have also told us that having line item detail on the invoices in your Document Centre is a feature that you want. Whilst we expected this to be addressed as we implement EDI (Electronic Data Interchange) with our Suppliers, this is progressing slower than anticipated. As a result, we are currently implementing scanning of invoices, and expect you to be able to view a scanned image of the documents within the coming weeks.

Another important feature since the removal of Agency lines from the Mitrecom site is for members to be able to view Supplier product. Whilst this was not part of our initial scope of works, it is clearly something you value, and we will be looking towards this and other innovations to make the website relevant to your requirements.

We value your feedback, and would appreciate any suggestions as to how we can make the system more effective in meeting your business needs. Please email Christine Desmond at cdesmond@cpshardware.com.au with your comments.

CPS Public Site: www.cpshardware.com.au
 CPS Member-only site: www.cpshardware.com.au/members/login.aspx



We have completed deals with many new suppliers over the last few months. As always, if you wish to see a new supplier agreement negotiated, please contact Tim Evans on (08) 6314 0984.

Overall there are over 70 new suppliers including:

- | | | |
|---------------------------------------|--|---|
| - Abey Australia | - Evans and Simpson | - Tilings |
| - Agent Sales and Services | - Felco Distribution | - Benara Nursery |
| - Allwood Timber | - Fiskars | - Australian Saw Company |
| - Alltrade Australia | - Fluid Products | - Blackwoods |
| - All Filters | - Flora Plant | - Sequence |
| - Ashland | - F.U.N Barbecues | - Wattyl Protective and Marine Coatings |
| - ARC | - GAF Control | - Vespol |
| - Ardex | - Haigh Australia | - Waterco |
| - Autex Polyester Installation | - Innolex (Freo Bricklayers) | - Westate Hose Supplies |
| - Ausplastics | - Image Agencies | - Waterman Irrigation |
| - Australian Steel Supplies | - Industrial Chemical Technologies | - WD Moore & Co |
| - Austim | - Johns Building Supplies | - Victa (Briggs and Stratton) |
| - Bayer Material Science (Laserlite) | - Kelly Company | - Caroma Dorf |
| - Battery Works | - Kidde Australia | - Ventlite Industries |
| - BGC Fibre and Cement & Plasterboard | - Koala Nails | - ITW Proline |
| - Brio (Formerly Henderson RMD) | - Marbletrend Controlled Label | - Roundtree Timber and Lattice |
| - Bricor | - Mort Bay Traders | - Jarrah Select |
| - Bromic | - Onesteel Reinforcing | - Rein PTY LTD |
| - Bullivants | - Parchem | |
| - Burlows | - PALRAM Australia | |
| - Calidad | - Pall Mall | |
| - Castel Electronics | - Office Tools WA | |
| - Custom Product Innovations | - PDA Products | |
| - Dimension Lighting | - Sunbeam Products | |
| - Durabuilt Products | - Survey Stake Supplies | |
| - Dunnings Engineering Services | - Versatile Building Products (Spanbilt) | |



MEMBER SATISFACTION SURVEY 2010



A big thank you to all of you that participated in the Member Satisfaction Survey for 2010. The results will help us to perform stronger and better serve your needs now and in the future.

We have received great insight into member experiences with CPS and received a broad response from many different industries.

A special congratulations to Leo Nardini who won the box of assorted premium Howard Park Wines for participating in the survey. Congratulations and enjoy Leo!

WELCOME NEW CPS MEMBERS

CPS would like to welcome the following new members to the Co-operative:

- Nedlands Hardware – Paul Havenstein & Marina Varone
- Oakford Agricultural and Garden Supplies – Allan & Margaret Hillier
- Myaree Hardware - John Lynam
- Carnarvon Timber & Hardware – Craig Chapman
- Premium Building Supplies Bunbury – Ray Delaporte
- Gosnells Hardware - Cosimo Cutri and Simon Tarnawskij
- Teak Industrial Supplies - Dean and Stuart Spyvee