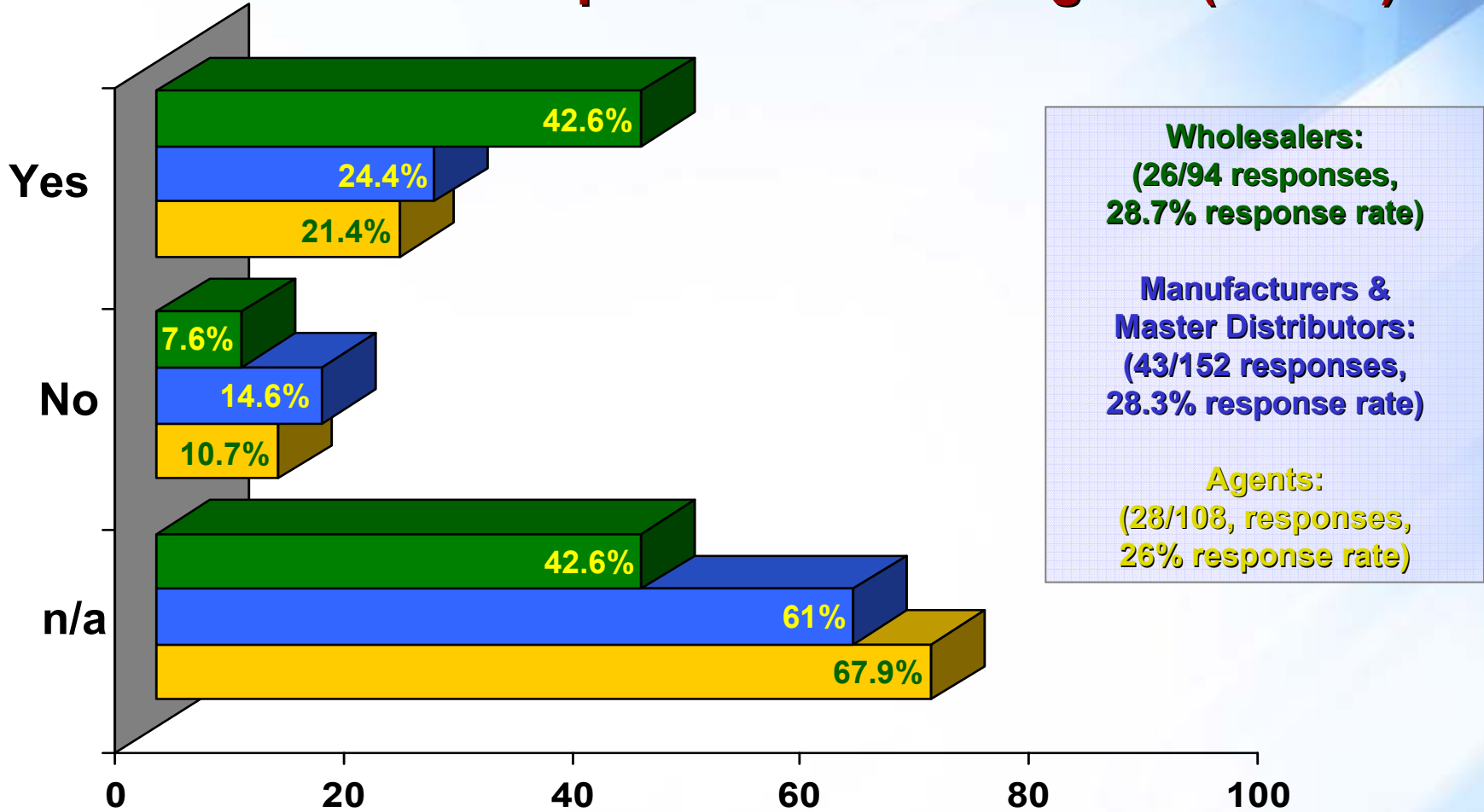


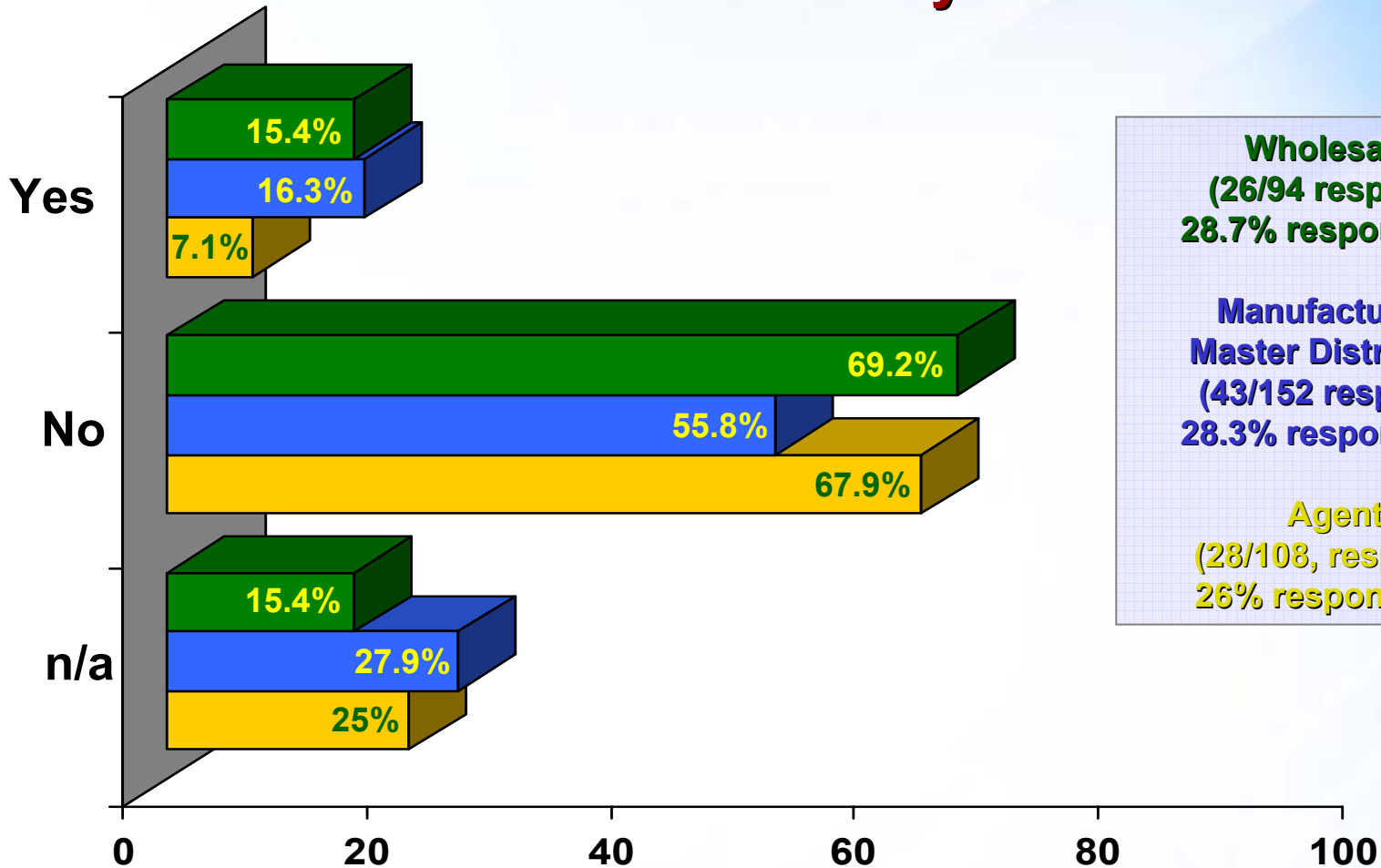
# Do you see value in Mohawk College's Industrial Distribution Leadership Certification Program (IDLCP)?



CANADIAN INSTITUTE OF PLUMBING & HEATING  
L'INSTITUT CANADIEN DE PLOMBERIE ET DE CHAUFFAGE

**CIPH EconoLink**

# Were you aware that this program is offered on-line as distance education for your staff?



**Wholesalers:**  
(26/94 responses,  
28.7% response rate)

**Manufacturers &  
Master Distributors:**  
(43/152 responses,  
28.3% response rate)

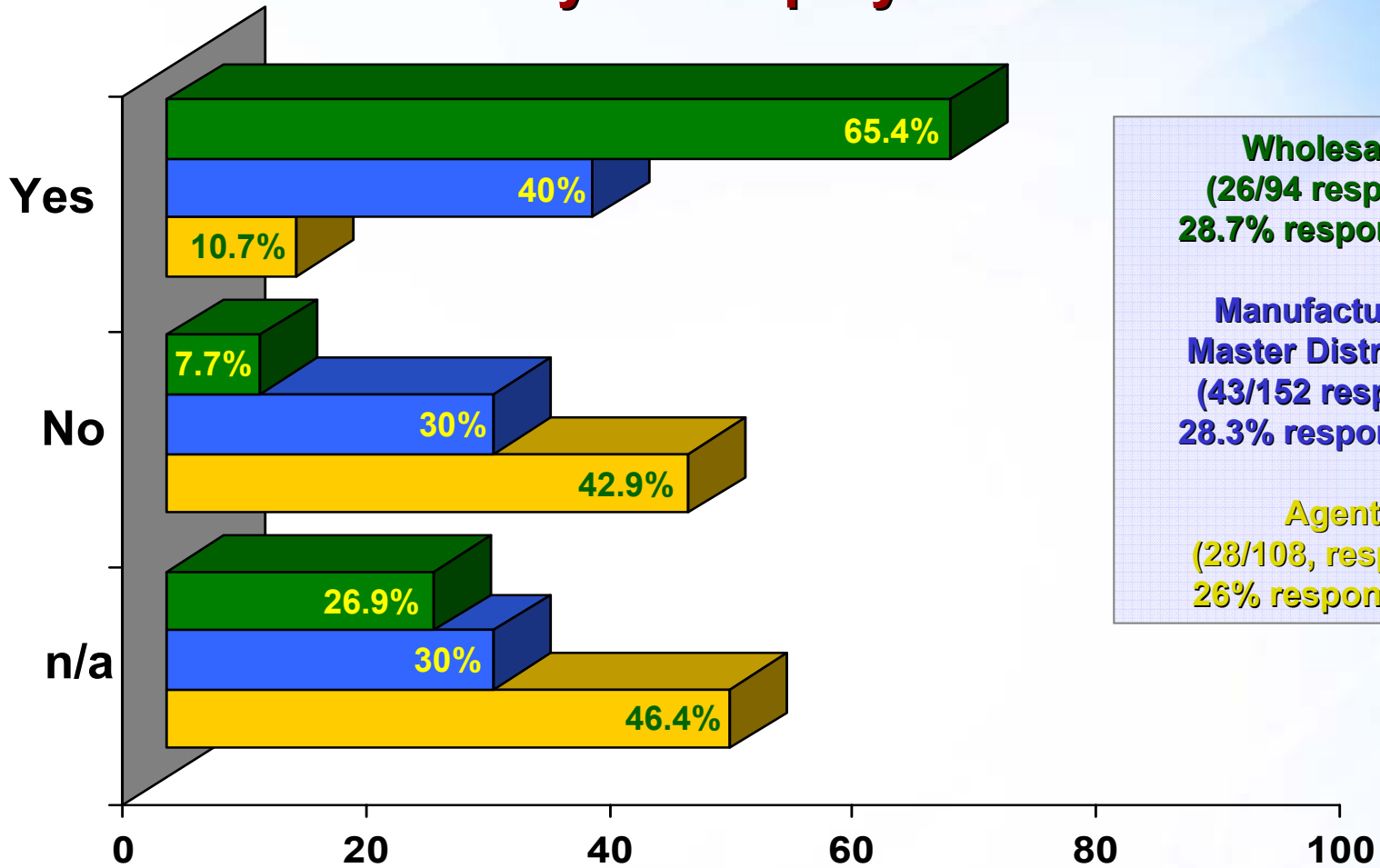
**Agents:**  
(28/108, responses,  
26% response rate)



CANADIAN INSTITUTE OF PLUMBING & HEATING  
L'INSTITUT CANADIEN DE PLOMBERIE ET DE CHAUFFAGE

**CIPH EconoLink**

# Would you consider making this program available to your employees?



**Wholesalers:**  
 (26/94 responses,  
 28.7% response rate)

**Manufacturers &  
 Master Distributors:**  
 (43/152 responses,  
 28.3% response rate)

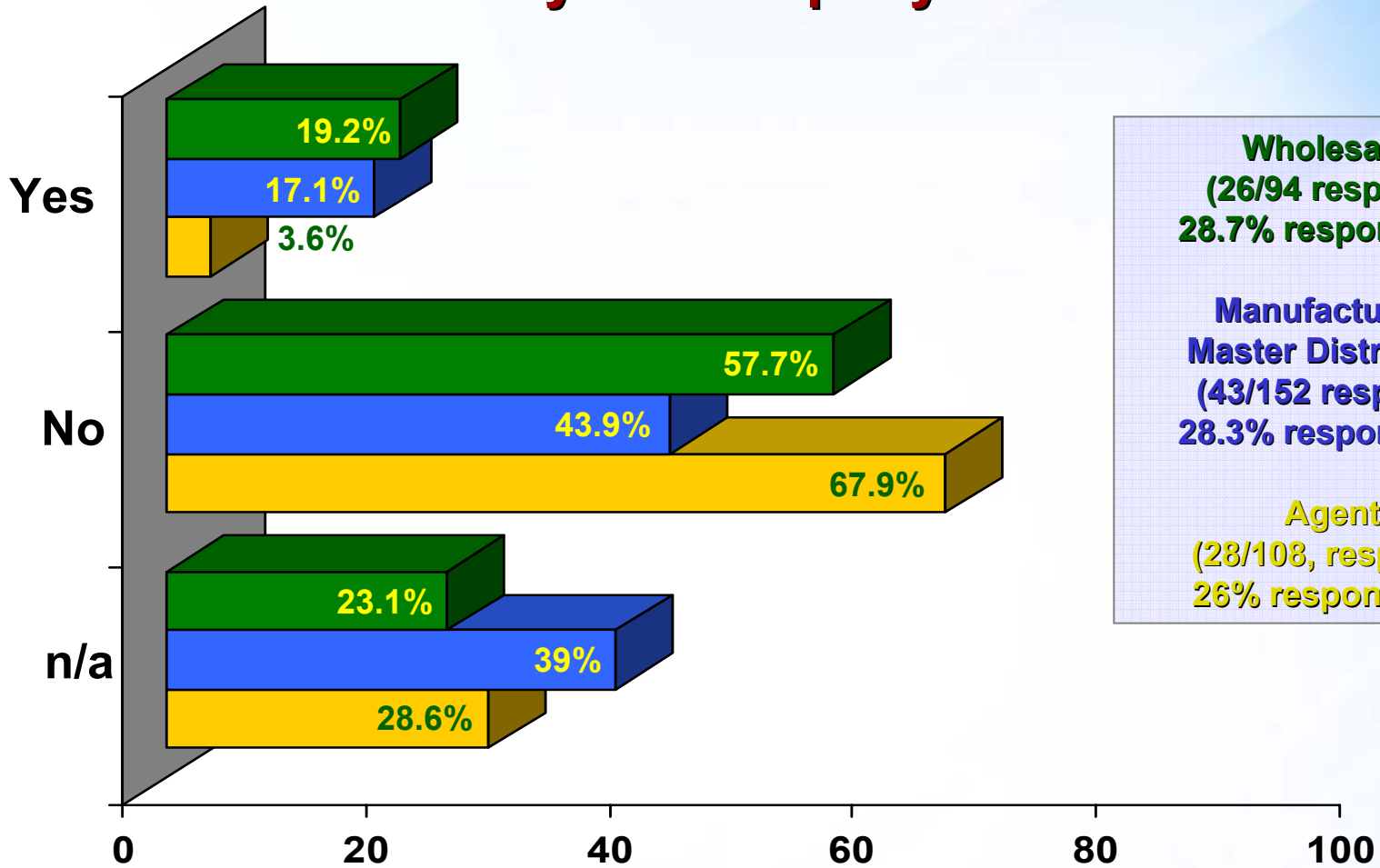
**Agents:**  
 (28/108, responses,  
 26% response rate)



CANADIAN INSTITUTE OF PLUMBING & HEATING  
 L'INSTITUT CANADIEN DE PLOMBERIE ET DE CHAUFFAGE

**CIPH EconoLink**

# Would offering this program in French benefit your company?



**Wholesalers:**  
(26/94 responses,  
28.7% response rate)

**Manufacturers &  
Master Distributors:**  
(43/152 responses,  
28.3% response rate)

**Agents:**  
(28/108, responses,  
26% response rate)



CANADIAN INSTITUTE OF PLUMBING & HEATING  
L'INSTITUT CANADIEN DE PLOMBERIE ET DE CHAUFFAGE

**CIPH EconoLink**