



# 2008/2009 Accomplishments

Founded in 1933, CIPH's mission is to promote the responsible growth and prosperity of members: manufacturers, wholesaler distributors and associates in the plumbing, hydronic heating, industrial PVF and waterworks industry in Canada.

Chairman **Cliff Sarjeant (NCI Marketing)** reports:

## Board of Directors

- The CIPH Board, Regions and Members gathered to commemorate the association's 75<sup>th</sup> Anniversary with a number of events across Canada, culminating in the celebration at ABC 2008 in Whistler, BC.
- The CIPH Board, Executive/Finance Committee and staff met with CIPH BC, Calgary, Edmonton, Manitoba, Atlantic, Ontario, Newfoundland, Quebec and Saskatchewan Regions.
- The Annual Summit Meeting of CIPH Regions was held to discuss challenges and needs of members. All nine Regions participated and exchanged "best practices" ideas.
- The CIPH Board established a new Supply Chain Integration Technology Committee.

## Tradeshows

- CIPH co-hosted the World Plumbing Council Conference with MCA Canada and MCA Alberta at the CIPHEX West Tradeshow. CIPHEX West attracted more than 2,100 industry delegates with 200 exhibitors. Attendance for the completely sold-out show (including exhibitors) was 14,087, up 10% from 2006.
- CIPH hosted the 4<sup>th</sup> Maple Leaf Reception in conjunction with ISH North America with over 180 in attendance.
- The 2009 MCEE show in Montreal was sold out. The show featured 325 exhibitors, and was attended by more than 8,200 visitors.
- CIPH and HRAI signed an agreement to produce the 2010 CMX•CIPHEX Ontario show in Toronto (March 25-27, 2010).
- The CIPH Trade Show Advisory Committee was established to create an overall tradeshow strategy for CIPH based on member input.
- Edmonton was added to the CIPHEX Roadshow's 2009 five city tour.

## Regions

- CIPH Regions held more than 50 meaningful networking events from coast to coast including Business Meetings, Training Workshops, and social events, benefiting over 1,000 members.
- CIPH BC Region held successful Business Meetings featuring guest speakers Ron Toigo of the Vancouver Giants Hockey Club, and Canada's Media Doctor, Art Hister, with more a total of over 100 in attendance.
- CIPH Edmonton Region held its first-ever "big" dinner event featuring keynote speaker Master Corporal Paul Franklin with 62 people in attendance.
- Featured Speakers at CIPH Calgary Region Business Meetings included Gerry Madigan on retaining staff & attracting loyal employees, Tom Crerar on public speaking techniques, and CSA Special Investigations Manager, Kent Pengelly.

- In honour of CIPH's 75<sup>th</sup> Anniversary, CIPH Saskatchewan's first Region President **Fred Klassoff** (Crane Plumbing) attended the 2<sup>nd</sup> joint MCA/CIPH AGM and Golf Tournament.
- More than 40 members attended CIPH Manitoba Region's Spring Business Meeting featuring Bruce Bishop who spoke on "Building Trust in 5 minutes".
- More than 250 members attended Ontario Region Business Meetings in 2008/2009. The inaugural Ontario Region Business Conference was held featuring keynote speaker Dr. David Posen. Over 175 Delegates and Companions were in attendance.
- Featured events in CIPH Québec Region included 64 in attendance at the Region AGM in Montreal, 54 attending the UNIBROUE facility tour and 72 attending an event highlighting major events of the 400<sup>th</sup> anniversary of Québec.
- CIPH Atlantic Region hosted a product knowledge training course focusing on commercial faucets, pumps, boilers, drains, hydronic controls, and water heaters. The Annual Golf Tournament and Dinner had 30 in attendance and the Region AGM at Brudenell River Resort attracted 25 members.
- CIPH Newfoundland hosted Business Meetings featuring Rhonda Neary (President and COO of the Newfoundland and Labrador Construction Association), and the Annual CIPH/MCA Dinner and Dance was attended by more than 280 persons.

## IPVF Council

- The IPVF Council Networking Luncheon series keynotes included Pedro Antunes of the Conference Board of Canada on current U.S. Economic Conditions and the impact on Canada, and Derrick Toigo of Infrastructure Ontario on the Alternative Funding Program. Over 300 industry professionals have attended the IPVF Luncheon series since its launch in November 2006.
- The Council successfully launched a new training workshop "An Introduction to Pipe, Valves, and Fittings" with featured presenter Alvin Markus. This workshop was sold out with 40 in attendance.

## Canadian Hydronics Council

- CHC's Hydronics Installer membership now stands at 113.
- CSA B214 Installation Code for Hydronic Heating Installations is now available in French and will be referenced in the 2010 NBC as an enforceable standard.
- The Council launched its handbook to complement CSA B214, which provides useful information on best practices by relating preferred methods to the codes' requirements.
- CHC hosted the 2<sup>nd</sup> National Hydronics Forum to set goals for the hydronics industry and formulate consensus regarding the Annual Business Plan. Over 20 companies were in attendance.
- CHC hosted a National Research Roundtable at NRCan in Ottawa to bring together stakeholders involved with hydronics research and map out a plan of research activities, roles & responsibilities.

**Acknowledgements:** CIPH would like to extend a special thanks to the hundreds of volunteers that serve on Boards, Councils and Committees and who so freely contribute their time and talent to continue to enhance the programs and services that benefit the members of the Canadian Institute of Plumbing and Heating.

Thanks also to our allied association friends and regulatory allies that support CIPH in our efforts to fulfill the Institute's Mission and Objectives.

# 2008/2009 CIPH Accomplishments Continued...

- CHC held a series of two-day “Introduction to Hydronic Heating Installations” courses at a number of locations, with over 150 students successfully completing the course.
- CHC met with NRCan to discuss the future of boiler efficiencies in Canada with the goal of formalizing efficiency targets and dates with the industry.
- CHC participated in a workshop hosted by NRCan on combo heating systems and how to create efficiency measurements. Work will continue on this via a new CSA Technical Committee.
- CHC, working with CIPH water heater and boiler manufacturers, created the new educational tool “Industry Bulletin on the Use of Water Heaters in Hydronic Applications”.
- CHC negotiated with the Alberta Hydronics Advisory Council to undertake AHAC’s membership services, reducing fragmentation and strengthening CHC’s voice in Alberta.

## Youth Awareness/Recruitment

- A total of 14 students attending community colleges across Canada received CIPH Scholarship funding. The goal of the CIPH Scholarship Program is to encourage students to seek careers in the industry. Over \$50,000 in scholarship funds has been provided since the program’s inception in 2006.
- Over 160 copies of the “Creating Our Future” Youth Awareness DVD have been sent to technical institutes and CIPH Regions for Career Fairs, Tradeshows, and Region Business Meetings.
- CIPH expanded the on-line “Co-op Menu” resource on [www.ciph.com](http://www.ciph.com) to now include 56 schools across Canada.

## Charity

- During a special dedication ceremony in Montreal, the Rochon family received the key to their new CIPH Habitat for Humanity Home, the 5<sup>th</sup> CIPH-sponsored home since 2003.
- The sod was officially turned to kick off the construction of the CIPH’s 6<sup>th</sup> Habitat for Humanity energy-efficient home in Regina.
- CIPH’s 2008 Habitat for Humanity Week raised over \$45,000 to be donated back to local HFH affiliates.
- Since 1994, CIPH has contributed more than \$5.1 million in cash and products to Habitat for Humanity.

## Membership

- Nine new members were voted into CIPH membership. Total membership now stands at 252.
- 2009/2010 membership renewal dues schedule remained the same as 2008/2009 with a 10% discount.

## Education and Training

- CIPH sponsored the following workshops and leadership forums in 2008/2009 which drew more than 150 attendees:
  - “Profitable Procurement in the Construction Industry: Supply Chain Integration” featuring Dr. Perry Daneshgari in Toronto.
  - “Counter Sales Skills: Becoming an ‘A’ Player Counter Professional” featuring Rick Johnson in Toronto and Vancouver.
  - “Selling Skills for Inside Sales” featuring Frank Foster in Halifax.
  - “Crush Price Objections” featuring Tom Reilly in Toronto.

- “Essentials of Profitable Showroom Selling” featuring Hank Darlington in Toronto.

## Plumbing Industry Advisory Council

- A new bilingual information bulletin has been created to profile the risks associated with distribution and sale of product that does not meet applicable standards.
- CIPH and CIPH Water Heater Manufacturers provided input to the Province of BC regarding the proposed efficiency regulations for water heaters. The industry is in favour of exploring the development of products to meet the provinces’ new energy efficiency requirements.
- CIPH met with Health Canada and key stakeholders to discuss a new legislative tool currently being drafted to overhaul the product safety laws.
- CIPH submitted a letter of support as part of Ontario’s public consultation regarding sprinkler requirements in multi-unit residential buildings over three storeys.
- Under the leadership of **Case de Jong** (Franke Kindred), the Certification Organization Due Diligence Task Force met with certification organizations to review concerns regarding non-conforming certified products, products certified to an incorrect standard and suspect certified product. Action is being taken to update the CIPH web site and educate CIPH members on current certification processes.
- CIPH has been actively leading the need for provincial/territorial governments to hire more qualified inspectors to ensure that the system of codes and standards is upheld to ensure compliance. CIPH is also soliciting support on uniform national training criteria for inspectors.
- CIPH, along with MCA Alberta and the Canadian Home Builders Association, has been successful in encouraging the National Building Code to clarify its definition of “mechanically vented” so that appropriate equipment is not precluded.
- CIPH has met with CSA B45 (Plumbing Fixtures) and requested the elimination of 13Lpf water closets from the Standard in favour of 6Lpf or lower.
- The 8<sup>th</sup> Annual Joseph K. Seidner Award was presented to Raman Chauhan in recognition of dedication to improving codes & standards in Canada.
- CIPH and the Canadian Water & Wastewater Association initiated a joint effort to bring WaterSense-like provisions to Canada. Updates to Canadian Standards will include requirements that match WaterSense guidelines.
- CIPH continued work on NSF’s Lead Task Group to provide members with an appropriate standard to certify their low-lead products to.

## Other Notable Accomplishments

- CIPH supports the Industrial Career Pathways (ICP) Program which will link students to career paths in industrial distribution through partnerships with local educators and employees.
- CIPH has undertaken a licensing agreement with *BottomLine HR* and is now delivering this service as a new benefit to members.
- CIPH has agreed to support the efforts of MCA’s new division for service contractors, the Mechanical Service Contractors of Canada.
- CIPH launched *CIPH EconoLink*, a new bi-monthly statistics survey based on member feedback.



ABC 2009, Charlevoix, Quebec  
June 28—July 1, 2009

**For a full report attend the Annual General Meeting during ABC 2009  
Tuesday, June 30th, 2009,  
Fairmont Le Manoir Richelieu, Charlevoix, Quebec**